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SCHOOL OF AGRICULTURE
AND EXPERIMENT STATION
THE PENNSYLVANIA STATE COLLEGE
STATE COLLEGE, PA.

THE GUIDE



POST

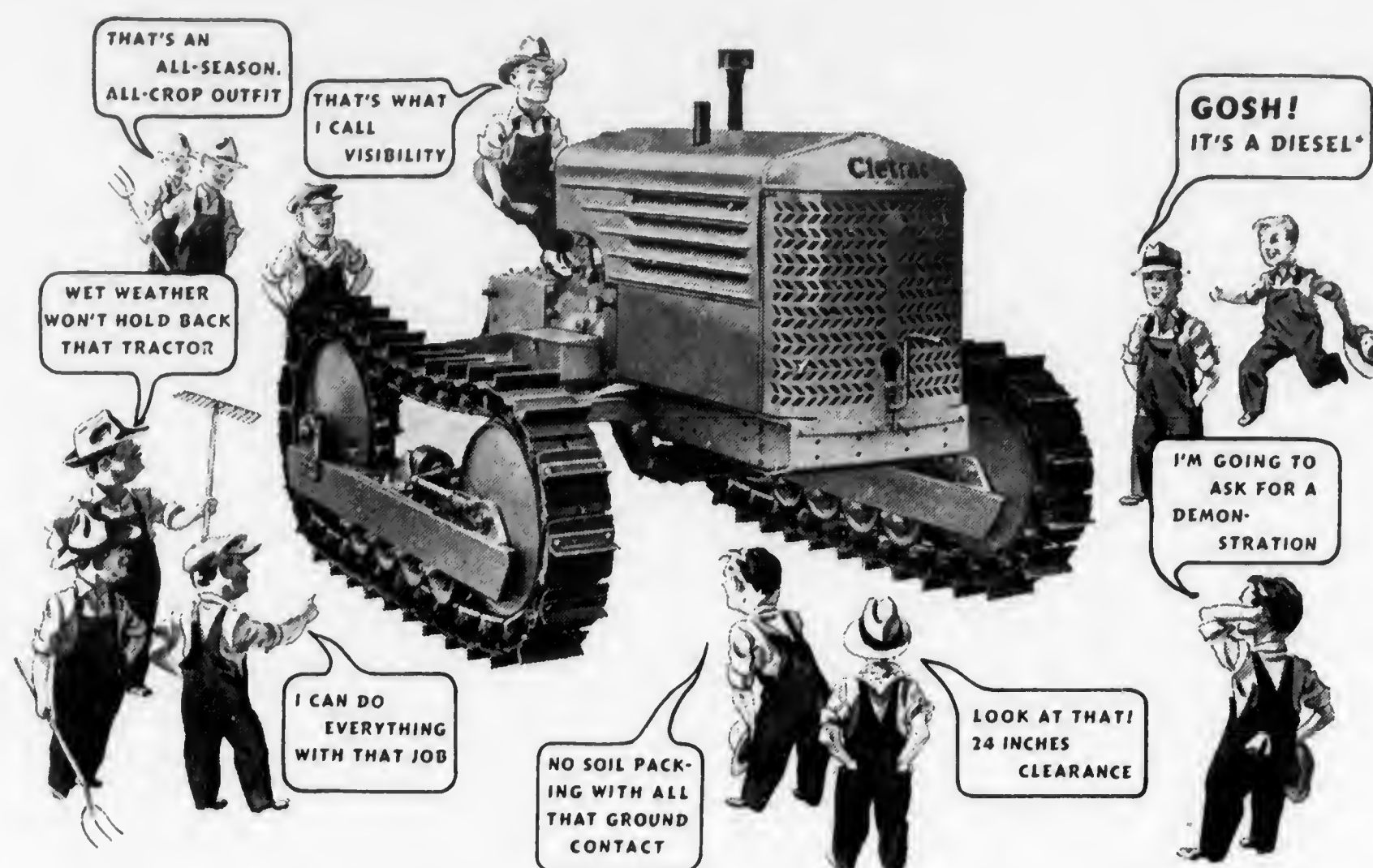
VOLUME XV

NUMBER I



JANUARY • 1938

PUBLISHED BY THE
PENNSYLVANIA COOPERATIVE
POTATO GROWERS ASSOCIATION
INCORPORATED



*The New 24-inch, High Clearance Model E is also built with a gasoline engine.

Everything YOU'VE EVER WANTED IN A FARM TRACTOR

Many times you've dreamed of one day farming with DIESEL POWER. What farmer hasn't?

But up to now only the grain farmer, the orchardist, those who had no row crops could enjoy the economy of the DIESEL engine . . . the savings of hundreds of dollars which the use of Diesel fuel makes possible . . . of not only using the low-cost fuels but using fewer gallons of them . . . of cutting that biggest cost in tractor operation . . . FUEL.

And now, thanks to Cletrac, you, too, can enjoy those savings. For here is the FIRST All-Purpose DIESEL Farm Tractor . . . a tractor that will plow and fit the ground . . . that will plant any row crop you may want to raise . . . that will cultivate corn, cotton, potatoes, beets, beans, ALL row crops . . . a tractor with all the qualities you want.

The new High Clearance Model E Cletrac has full 24 inches of clearance . . . as much as any and more than most general purpose tractors. This is real clearance, too. Because

of its light-footedness the Cletrac does not pack the soil . . . it does not sink in . . . it stays right on top. The Cletrac Model E is made in 5 widths to handle all row crops.

Ask your dealer for a demonstration of the new High Clearance Cletrac, the first all-purpose DIESEL farm tractor. Inspect the complete line of integral equipment. Learn the full facts of this more perfect kind of farm power. Horsepower for horsepower it costs no more to own a Cletrac.

[See the new High Clearance Cletrac for the first time at the Pennsylvania Farm Show, Harrisburg, January 17 to 21.]

The Cleveland Tractor Co.
1930 Euclid Ave., Cleveland, O.

Cletrac Crawler Tractors

REG. U. S. PAT. OFF.

PENNSYLVANIA COOPERATIVE POTATO GROWERS' ASSOCIATION INCORPORATED

BELLEFONTE, PENNSYLVANIA

January 6, 1938

NOTICE OF ANNUAL MEETING

DEAR MEMBER:

The annual meeting of the members of the Pennsylvania Cooperative Potato Growers' Association, Incorporated will be held on Tuesday morning, January 18, 1938 at nine o'clock. Meeting will be held in the Fifth Street Methodist Church, Fifth and Granite Streets, Harrisburg, Pennsylvania.

All Association members are urgently requested to be present.

Very truly yours,

PENNSYLVANIA COOPERATIVE POTATO GROWERS' ASSOCIATION, INCORPORATED.

E. B. BOWERS, *Secretary*.

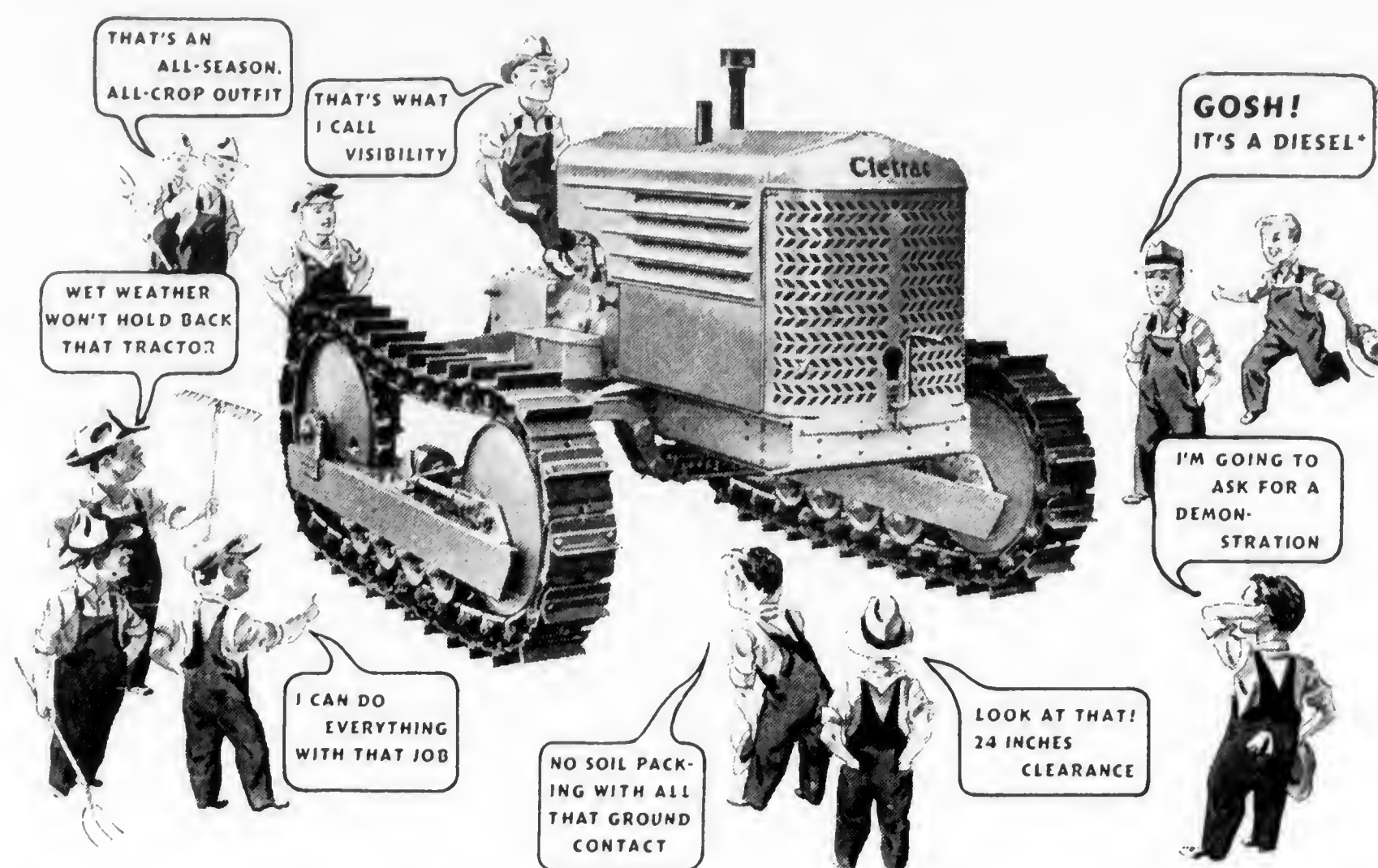
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Doctor Nixon Writes on

What Is the Problem? Is It As Simple As Two Plus Two?

The word "problem" is defined as a matter stated for examination or proof; or a question proposed for solution. It is evident, therefore, that a problem may be very simple or very complex. Two plus two equals four, states a matter whose truth is so self evident that no reasoning can make it plainer. But, to say that *Pennsylvania potato growers have a world's market, plus* states a matter, the truth of which may require a little reasoning to make it plainer. To prove, falsify, or examine this statement one would go about it in this way—first re-read the statement, "Pennsylvania potato growers have a world's market, plus". There is nothing striking about the first part of this sentence—"Pennsylvania potato growers have"—they may have a great many things, possibilities, advantages, money, or what-not. The three words, *world's market, plus*, are the ones which attract one's attention and provoke doubt or affirmation in one's mind. In the first place, one raises the question—What is meant by "world's market"? In this case it means the price at which our various Pennsylvania markets can get a unit of measure of potatoes delivered. The word "plus" actually means, more, required to be added; or additional, and in its application here may refer to the personality of the grower or purchaser, their salesmanship, or their bartering ability or even their crookedness.

How does this proposition "a world's market, plus" work out in actual practice? Right the minute this sentence is being written the world's price of potatoes at Johnstown, Penna., is 70 cents per bushel for the Association Blue Label trademarked pack. The transportation rate from State College to Johnstown is ten cents per bushel. How do wholesale truckers arrive at the price of 60 cents per bushel in this vicinity for a pack, "labeled U.S. Commercial" in 4-8-7 burlap bags free? Here is where the "plus" comes in. "Free bags and shoveled up". The peddler or the peddler grower, uses in turn, the price paid by the wholesale trucker and the retail price charged by the food distributors as a basis for establishing his price to the consumer, taking into account also his bartering ability, the ignorance of the consumer, the return of the 4-8-7 bag, his own hard luck story, and how scant a bushel

he can get away with. There is necessarily a comparatively large margin between the farmer's net return sold on a world's market and the retail price of the same potatoes brought back and sold through his local store. In fact the peddler grower in the vicinity of State College is retailing as high as one dollar per bushel in burlap "bags returned." What is the matter with such a market?



No Potato Merchandizing here except on
the part of Maine.

The main trouble is in the pack. The peddler grower is killing his own golden goose.

The truth about it is there is no world's market for such a pack. The price is arrived at through bartering whether on commission or peddled, in which acquaintanceship, reputation or shadyness may all enter into the deal. There is certainly nowhere that one hears it more frequently expressed that Pennsylvania's potatoes are of inferior quality—(or is it because I live here that I hear more) than at State College. Is it a fact that the Centre counties have



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INTENTIONAL SECOND EXPOSURE

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no marketing problem? Our potato philosopher, John Shrope, was heard to say in a joking way once that "we here in Pennsylvania have no marketing problem. For," said he, "we can sell the big ones, the little ones, the crooked ones and the cut ones, and after all, what is the difference when they are mashed—who can tell"? *What then is the problem?*

There is plenty of evidence to substantiate the fact that there is an abundance of consumers' resistance to Pennsylvania potatoes. The statement comes from those who ought to know better "that Pennsylvania ought not launch a marketing program until she has something to market". The very people who say that we have no marketing problem are being jipped by the present nefarious bartering system.

It is strange what an inferiority complex many folks have regarding the ability of Pennsylvania potato growers to grow and pack, season for season, as good a grade and a better quality for the skillet or oven as is grown anywhere. Not a much larger percent of Maine's potatoes actually reach the market, except through the starch factory than can be packed by Pennsylvania potato growers in an identified package meeting the most exacting consumer's acceptance. A 4-8-7 burlap never was intended to advertise anything but fertilizer.

Here is how a good many of Pennsylvania's potatoes bearing the labels "Unclassified" and "U.S. Commercial" are. They are advertised and sold right along with U.S. No. 1 from Maine or anywhere else even with Pennsylvania Blue Labels. The main difference is they were purchased by barter as cheaply as possible and, of course, the potatoes were talked down and often they were not U.S. No. 1's when purchased but were "just as good" when sold as the retail price will testify. Pennsylvania has no marketing problem! What is the problem?

It is common to see red potatoes around about February or early March on display with sprouts a quarter inch long priced six to nine cents per pound, when old potatoes are selling at one to two cents per pound. What is the inference here? That these are new potatoes as the price will testify. Read too many store advertisements—"Number 1 potatoes, large, mealy, 23c per peck," "U.S. No. 1 Maine potatoes, 29c per peck". Too many of these orders surreptitiously or otherwise are filled with potatoes taken from

the bag labeled 4-8-7. Quoting our potato philosopher again when he says "what is the difference when they are mashed; who can tell"? Obviously not all of such packages meet the exacting demands for all practical consumer acceptance and yet 90 percent of all of Pennsylvania's potatoes are packed and sold in this manner. It is little wonder that those who are unfamiliar with the thousands of acres of fine yields throughout the state are prone to observe that there are very few high quality potatoes in Pennsylvania. Many of our best ones are re-packed as Maines and most poor ones are sold as Pennsylvania's.

The facts of the matter are that last year Pennsylvania's trademarked packages were sold by the thousands in a half dozen states and the reports from all the



Trademarked Consumer Packages Eliminate Bootlegging in Potatoes.

food distributors indicated that they were as uniformly satisfactory as those coming from anywhere. This year will surpass last in number of consumer packages marketed and already the reports indicate that they are more popular than ever. What then is the problem? Were it not for the fact that Penn-

(Continued on page 22)

Seed Potato Certification in Pennsylvania

K. W. LAUER

Pennsylvania Department of Agriculture

The 1937 crop of Pennsylvania certified seed potatoes is probably as fine a crop of seed as we ever produced in this state. There is very little second growth and fewer over-sized potatoes in the seed crop this year than was the case last year. The certified seed crop, as a whole, is made up of medium sized tubers comparatively free from blemishes and with very little stem-end discoloration.

A considerable volume of Nittany certified seed has already moved to the southeastern counties from the mountain sections. The Nittany was developed by Dr. E. L. Nixon and is giving excellent results. In a number of cases it has out-yielded the Irish Cobbler, which is an old, tested and proven variety. Because of the increased demand for this variety we have available for distribution to the potato growers of the state over 52,000 bushels of certified Nittanys.

Seed potato certification work is on the increase in Pennsylvania, as evidenced by the following table:

	Acres		Production In Bushels
	Entered	Certified	
1928	583.75	206.50	60,490
1929	433.00	281.50	69,760
1930	359.00	221.50	46,016
1931	480.50	288.00	91,113
1932	599.50	369.00	103,247
1933	687.25	424.25	137,165
1934	879.50	635.75	241,789
1935	811.00	543.50	149,454
1936	923.00	740.00	207,472
1937	1,265.25	779.75	205,213

While the above figures on production vary somewhat from year to year, depending on seasonal growing conditions, the general trend shows an increase in the amount of seed produced during the ten-year period shown.

This work was started in this state in 1921 and today we are one of twenty-five states that are rendering a service of this kind. Last year, among the states certifying seed potatoes, we ranked first in the production of Russets and second in the production of White Rurals. In total production we ranked seventh among the twenty-five states certifying seed potatoes in 1936.

While a considerable volume of seed potatoes of the Nittany variety has already been marketed, there is still a fair volume of this variety in storage for spring shipment. Growers buying seed potatoes should not be misled by such terms as "selected seed," "inspected" or "one year removed from certification." Such seed has frequently failed to meet the requirements set for certification and is often presented as "just as good as certified." Seed potatoes that do not carry the certification tag give no protection whatsoever to either the seed grower or the seed buyer. Seed in Pennsylvania may not be sold as certified unless it bears the official certification tag of the agency established and responsible for the certification service.

To store the Pennsylvania crop of certified seed potatoes our seed growers are constantly improving and modernizing their storage plants. This past year one grower erected a storage plant with a capacity of 30,000 bushels. This plant is now filled with certified seed potatoes. To assure buyers of certified seed of well-stored stock, our seed growers give close attention during the entire storage period to temperature control and proper ventilation.

Our crop of 205,213 bushels of certified seed produced in Pennsylvania in 1937 is made up of 103,291 bushels of Russets, 32,220 bushels of White Rurals, 52,070 bushels of Nittanys, 6,799 bushels of Cobblers and 10,833 bushels of Katahdins.

Flossie—"You'll never catch me going out to dinner with an editor again."

Girl Friend—"Was he broke?"

Flossie—"I don't know whether he was broke or not, but he put a blue pencil through about half of my order."

Customer—Ten years ago I only had to pay ten cents a pound for these prunes.

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—PATHFINDER

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THE GUIDE POST

Published monthly by the Pennsylvania Cooperative Potato Growers, Inc.

OFFICERS

Walter S. Bishop, Doylestown, President
J. A. Donaldson, Emelenton, Vice-Pres.
E. B. Bower, Bellefonte,
Secy.-Treas. & Gen. Mgr.

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Walter S. Bishop — Doylestown, Bucks
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J. H. Fisher, R. 2, Boswell, Somerset

Annual membership fee \$1.00. This includes the Guide Post.

All communications should be addressed to E. B. Bower, Secretary-Treasurer and General Manager, Bellefonte, Pennsylvania.

DAYS OF JANUARY

A bright New Year and a sunny track
Along an upward way,
And a song of praise on looking back.
When the year has passed away,
And golden sheaves, nor small, nor few!
This is our New Year's wish to you!

OUR BEST WISHES

As another year begins, it is appropriate to express to members, buyers, distributors and educational cooperators our appreciation and gratitude for the friendships made and the business relations we have enjoyed during the year 1937—and this we heartily and sincerely do. We hope that these pleasant relations may long continue.

As we stand on the threshold of this new year and before we open the door to start our journey through it, we extend you our right hand of fellowship for your health, happiness and prosperity.

FELLOW POTATO GROWERS

We are looking forward to our annual get-together, in conjunction with the State Farm Products Show, beginning January 17th, 1938.

How fast the years roll around for those of us who have reached our majority, the lapse of time is none too long for meeting old friends and making new. And after all, isn't it a fact that what has counted for most has been the intimate, personal, almost affectionate friendships that have built up among us?

However desirous we may be to continue meeting our fellow growers, each year brings us to a fuller realization that some will never meet again.

We regret to note the passing of another of our former presidents, Mr. John B. Campbell, of Tyrone, whom we all knew to be a fine, uncompromising Christian gentleman.

We sincerely hope and believe there are new recruits to fill those vacant places—whether they will have the viewpoint of the pioneers of the potato industry is unimportant, so long as they approach their task in the same unselfish attitude to solve the problems of the industry, as they may arise, as did the pioneers.

We believe there are many strong features in this year's program which will be of interest and benefit to the growers and allied potato interests.

At the Farm Show, of course, there will be the Annual Banquet and the Potato Baking Booth—both now institutions. Come prepared to enjoy your meeting and to air your problems and grievances, whether of a personal or community nature.

With the Season's Greetings—

Sincerely yours,

WALTER S. BISHOP, *President*

MEET US AT THE FARM SHOW

January 17-22, 1938

All Things Considered

As fleeting as the shadow of a bird is the average New Year's resolution—yet how bravely and how confidently each one of millions of us will make them again this year. We are all incorrigible optimists as the old year ends. We all know that we should and we all intend to do so much better next year. And yet we fall back into old ways as surely as the middle of January approaches. Habit conquers easily and with a sign of regret we acknowledge that we are beaten.

If we were a little shrewder we should realize that habit is a potent to keep our good resolutions as well as to break them. The secret of changing one's conduct and one's ways is simply to form new habits. The only thing that will take the place of an old habit is a new one. The only way to form a habit is to put a resolution into execution as quickly as it is formed and to suffer no exception to take place until the new habit is established. Usually resolutions collapse at the first strain that is put upon them—yet if the first trial can be passed, succeeding ones will be less difficult and in a few days there will be little or no effort required to maintain the new habit.

Some people form habits easily. Doing a thing three or four times is enough to make a habit. Such people often think that the ease with which they fall into habits is proof of the difficulty of their breaking them. But the opposite is true. If they but knew it, they can just as easily substitute new and desirable habits, as they fall into old and undesirable ones. Of course, we are all creatures of habit and life would be very much less smooth sailing if we were not. The art of life is to make our habits serve us—instead of our serving our habits.

Good manners and good morals should be matters of habit. Thoughtfulness, honesty, cleanliness, industry—all the virtues should be made matters of habit in the child and when he grows older he will not only have small temptation but great difficulty to depart from them. This is the parent's duty and too many parents are shirking it. Instead of assuming their full responsibility they look to the day school, the Sunday school, the

policeman, the laws to keep boys and girls in the way they should go. Rather than take the trouble to keep sons out of pool rooms and off the street corners, and the girls out of cheap moving picture theatres and dance halls, parents ask for laws, censors and inspectors.

But responsibility cannot be assigned. Duty cannot be passed along to somebody else. The effort to rear children in the ways of rectitude cannot be delegated to the school teacher and the policeman. It is time that we recognize this fact. We need a new philosophy of parentage, a belief that it involves obligations that cannot be avoided. Back of almost every case of a boy or girl who goes wrong, is a mother or father or both who failed to do their duty. This may be set down as an axiom—No human being ever goes wrong all at once. There is always a time when watchfulness would detect the evidence of changing demeanor before it is too late.

Never in the history of Pennsylvania has a new year started with brighter prospect than will 1938. There is a passing of the suspended frame of mind. There are too many evidences of prosperity to treat them as transitory symptoms. Pennsylvania can and will make economic history in 1938. The time for pessimism has passed—optimism now is to have its inning and its reward. Opportunity has been thrust upon us and the people have enough intelligence and courage to take advantage of it.

ASSOCIATION POTATO BAKING BOOTH

The potato baking booth will be located at the same place as heretofore. It will be operated by the association and under experienced management thus insuring efficient and courteous service to all patrons.

"The proof of the pudding is in the eating." Nothing was ever truer! And the glowing enthusiasm which marks the comments of the thousands who have eaten a PENNSYLVANIA baked potato during the Farm Show is the finest recommendation we can give.

Yes, butter, salt and pepper will be furnished. Try one of these delicious baked PENNSYLVANIA potatoes and be convinced that for real flavor, taste

and texture they really are unexcelled. When you have worked up a real appetite looking the show over you will find there is no better friend than a baked potato. Come yourself and bring your family and friends with you.

OBITUARY

JOHN BAILEY CAMPBELL

John Bailey Campbell, a past president of the Pennsylvania Cooperative Potato Growers' Association, of 911 Washington Avenue, Tyrone, Pennsylvania, died shortly after noon December twelfth at his home, following an illness of more than five months. Death was attributed to a heart condition.

Born November 25, 1868, he was the oldest son of Henry C. and Jane Bailey Campbell of Fairbrook. He is survived by his wife, Drucilla Waite Campbell, and the following children: J. Fred at home, Richard W. of Altoona and Mrs. Margaret Millard of Decatur, Michigan.

The following brothers and sisters of a family of ten also survive: J. Milo Campbell of State College, Dr. H. Clay Campbell of Philadelphia, Mrs. Howard Musser, Mrs. Harry Koch, Mrs. H. D. Meek, all of State College, and Mrs. Don S. Dover of Detroit, Michigan.

As a young man, Mr. Campbell attended the Pennsylvania State College and Eastman Business College in Poughkeepsie, N.Y. For a number of years he was a school teacher in Ferguson township, Centre County, and was later connected with the American Lime and Stone Company with offices in Pittsburgh and Tyrone.

He purchased a farm east of Tyrone and for many years engaged in the dairy business, later specializing in potatoes and lime. Mr. Campbell and son, Frederick, were in business at the farm, which was one of the most progressive ones in Blair county.

Always active in the work of the Methodist church, both locally and in the conference, he had been a member of the official board, a trustee and a Sunday School teacher of boys in the church school. He joined the Fairbrook M. E. church as a boy.

He was a prominent member of the Tyrone church and the Central Pennsylvania conference, and at one time was

president of the layman's association.

Funeral services were held from the First M. E. church of Tyrone at 2:30 o'clock Wednesday afternoon, December fifteenth with Rev. J. Ressler Shultz in charge of the services, assisted by Rev. A. S. Fasich, former pastor of the church, and Rev. W. Emory Hartman of Carlisle. Interment was made in the Tyrone cemetery.

LARGE YIELDS REPORTED

The following persons were reported by J. B. R. Dickey as having been officially checked by County Agents this fall for yields of 400 bushels or more:—

LUZERNE COUNTY

George L. Rice & Son,	
Dallas, RD-4, Pa.	569
Alfred W. Rice,	
Dallas, RD-4, Pa.	446
Thomas Pollock,	
Hunlock Creek, RD-2, Pa.	462

CLEARFIELD COUNTY

Golden Rod Farm,	
Mrs. Charles Wigfield,	
Clearfield, Pa.	401

LYCOMING COUNTY

William W. Hayes	
Jersey Shore, Pa.	503.6

ERIE COUNTY

Robert Harwood	
Wattsburg, Pa.	438.3
Theodore Harwood	
Wattsburg, Pa.	418.7

POTATO GROWER SETS PACE

Talking about exceptional records, William W. Hayes, of Jersey Shore, sets a very fast pace for Lycoming County potato growers.

Recently Farm Agent Rumler measured a 500-bushel to an acre crop owned by Mr. Hayes.

On August 20 Mr. Rumler measured an acre of early Irish cobbles and officially reported 402.9 to that bushels. Last week Mr. Rumler went to a large 50-acre field of Rural Russets and measured out one acre. This acre produced 503.6 bushels of potatoes to the acre, according to the official count.

(Continued on page 10)

Pennsylvania's Champion Crop of 1937

BY L. T. DENNISTON

To John Daniels, Farm Superintendent of Hershey Industrial School, Dauphin County goes the crown for producing Pennsylvania's high acre yield for 1937. A yield of 640.3 bushels was dug from a measured acre of land on the Industrial School farm late in October with a number of interested parties present to witness the digging. Sample diggings earlier in the season had indicated a yield of over 600 bushels. The entire acre was dug and weighed in October to determine the official yield.

In addition to receiving the crown as 1937 Champion Grower, the crop grown by Mr. Daniels breaks several other records. It is the highest yield ever recorded in Dauphin County and the first time that the State Record Yield has been produced in this County. This phenomenal yield was made with the Green Mountain variety and marks the first time that this variety has attained the distinction of State Record Yield. Without checking past records I believe it is the highest recorded yield of this variety in Pennsylvania.

I had two regrets as I watched this crop roll off the end of the digger. The first was that John Parks and his Green Mountain friends of lower Montgomery County were not present to not only see the sight but to pay tribute to the Green Mountain at its best, a winner, a champion if you please. How these lower Montgomery boys would have eaten chicken over this yield. I know, for I have been a guest at several 400 bushel celebrations when there was chicken to the left of you, in front of you, and to the right of you.

We are always interested in knowing something of how these champion yields are grown. The following is a brief summary of the practices followed by Mr. Daniels in producing the 1937 champion acre.

Variety—Green Mountain.

Source of seed—Disease Free, Maine Certified.

Planting date—April 20th.

Planting depth—3½ to 4 inches below the level.

Planting distance in the row—8 inches.

Planting distance between rows—25 inches.

Amount of fertilizer applied—600 pounds.

Analysis of fertilizer—(7-21-21).

Times cultivated—2

Times weeder used—4

Times sprayed—10



John Daniels, Farm Superintendent of Hershey Industrial School, standing in the midst of his 1937 champion crop of 640 bushels harvested on a measured acre. Good seed, proper spraying, intelligent supervision and reasonably favorable growing conditions were factors making this yield possible. The crop was of unusual quality, the tubers being of a desirable market size, smooth, bright and free of serious blemish.

Spray formula—Standard (8-8-100) Bordeaux.

Yield—640.3 bushels on a measured acre.

Even to one who has seen a number of 600 bushel yields dug during the past

(Continued on page 26)

and texture they really are unexcelled. When you have worked up a real appetite looking the show over you will find there is no better friend than a baked potato. Come yourself and bring your family and friends with you.

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(Continued on page 26)

Marketing the Association Way

BY WALTER S. BISHOP, *President*
Pennsylvania Cooperative Potato
Growers' Association, Inc.

Buyers and distributors of Pennsylvania produce are commending the Pennsylvania potato industry for its Blue Label package, and in turn, the pack is getting its just due from its consumer, the housewife.

The advantage of the marketing set-up, as provided by the Association, is the assistance in the production and maintenance of quality, proper grading and packaging, and marketing in an orderly fashion.

Success of this program depends upon constant watchfulness of the grade to establish such an enviable reputation for the product that it will have a wide demand, and then, with the demand established, on a par with the best marks from any and all shipping points in the country, keeping a sufficient volume available, at all times, to meet demand—supplying trade channels well with Blue Sixties and Fifteens with their guaranteed quality and grading.

In some producing sections, the volume is spasmodic because some shippers who have the facilities to store their crops, prefer to speculate. On the average, it is far better for our program and of advantage to the grower to market steadily throughout the season.

It is the opinion of many leading distributors that this year many Pennsylvania potatoes are being held back unnecessarily and that, with abundant supplies in many sections of the country, particularly Maine, it is questionable just how long the present market can be maintained. New potatoes are already beginning to arrive from Florida.

The peck package is now reaching thousands of homes and should be a pack of fine quality. It should be graded two-inch minimum, of bright color and free from defects—the best quality obtainable. The consumer buying closed packages must not be disappointed with condition, grading or quality of the contents.

The paper sacks, in both fifteen and sixty pound units, are clean and easy to handle, which should be an added incentive for customer purchasing, and there-

fore, reflect to the advantage of the shipper by a larger volume moving to distributor agencies.

Potatoes in burlap are subject to entirely too much rough handling, the net result of which is a large percentage of potatoes cracked and bruised. Paper has its advantage in that this type container cannot be handled roughly, and therefore the consumer is afforded extra protection that the potatoes will be delivered in A Number One condition.

The advantage to the producer for him to deal direct with the large distributor lies in the fact that returns to him would represent full value for merchandise shipped, as price paid is in line with the going market, with no deductions made whatever for handling potatoes.

Growers should certainly line up with various contact men and offer their potatoes through the Association for a better package and greater profit.

For as put by one of our leading distributor supporters, Mr. H. D. Williamson, "The Pennsylvania Cooperative Potato Growers' Association program is a good one. The principles are sound and practical and the volume of potatoes handled through the Association should be doubled many times."

POTATO GROWER SETS PACE

(Continued from page 8)

This is an exceptional record, Mr. Rumler reported. Mr. Hayes is one of the largest potato growers in Lycoming County. Not many acres produced more than 500 bushels and it was estimated that his average yield for 50 acres is between 300 and 400 bushels to the acre.

The section where the 500 bushels to the acre were produced had 10 tons of manure to the acre applied and a half-ton of a 4-8-7 fertilizer to the acre. It was sprayed 14 times; weeded 8 times; cultivated 4 times. Certified seed potatoes were planted at the rate of 27 bushels to the acre.

List of Association Local Potato Inspectors, Who Are Licensed by the Association As Official Association Potato Inspectors

BERKS COUNTY

Albert E. Lutz, 256 N. Main St., Kutztown, Pa., No. 78.

BUCKS COUNTY

Frank S. Tice, Hilltown, Pa., No. 38.
Paul W. Histan, Doylestown, Pa., No. 50.

BUTLER COUNTY

H. M. Dunn, Butler, RD-7, Pa., No. 20.
Louis H. Fox, Cabot, Pa., No. 35
H. L. Glenn, Slippery Rock, RD-3, Pa., No. 57.
Lester P. Whitmire, Butler, RD-5, Pa., No. 109.

CAMBRIA COUNTY

A. A. Freighner, Carrolltown, Pa., No. 5.
William Wetzel, Carrolltown, Pa., No. 6
W. D. Wetzel, Carrolltown, Pa., No. 10.
George H. Lewis, Johnstown, RD-5, Pa., No. 93.
Evan D. Lewis, Johnstown, RD-5, Pa., No. 94.
John S. Wetzel, Carrolltown, Pa., No. 100.
L. D. McConnell, Loretta, Pa., No. 108.
David Wetzel, Carrolltown, Pa., No. 116.

CENTRE COUNTY

Louis Bailey, State College, RD-1, Pa., No. 62.
Mrs. Millie M. Kepler, Pa. Furnace, Pa., No. 63.
John Donley, Pa. Furnace, Pa., No. 65.
L. T. Denniston, State College, Pa., No. 104.

CHESTER COUNTY

Elam Hartz, Elverson, Pa., No. 98.

CLARION COUNTY

E. F. Brown, New Bethlehem, Pa., No. 21.
Wayne A. Hindman, Corsica, Pa., No. 28.
Clarence C. Sherry, Strattonville, Pa., No. 34.

CLEARFIELD COUNTY

Robert McKee, Westover, Pa., No. 37.
Joseph D. Young, La. Jose, Pa., No. 41.
Ross Orner, Rockton, Pa., No. 56.
Charles W. Welch, Keewaydin, Pa., No. 106.
Orvis Flood, Keewaydin, Pa., No. 107.

CLINTON COUNTY

J. B. Schrack, Loganton, Pa., No. 7.

COLUMBIA COUNTY

Evon Abraczinskas, Catawissa, Pa., No. 8.
Mathis C. Whitenight, 700 Market St., Bloomsburg, Pa., No. 14.
Perry Knorr, Catawissa, RD-1, Pa., No. 31.
Willard B. Fritz, Benton, RD-4, Pa., No. 49.
H. R. Gulliver, Catawissa, RD-1, Pa., No. 68.
Anthony Abraczinskas, Catawissa, Pa., No. 103.
J. Carl Miller, Bloomsburg, RD-5, Pa., No. 119.

CRAWFORD COUNTY

Raymond Foley, Spartansburg, Pa., No. 18.
John A. Houser, Meadville, RD-4, Pa., No. 19.
Reid L. Waring, Linesville, Pa., No. 25.

ERIE COUNTY

Gerald Johnson, Wattsburg, RD-2, Pa., No. 11.
A. C. Harwood, Wattsburg, Pa., No. 23.
C. J. Lilley, Union City, RD-4, Pa., No. 27.
G. W. Robinson, Wattsburg, Pa., No. 55.
George R. Pawson, North East, Pa., No. 61.

INDIANA COUNTY

Blaine Short, Indiana, RD-3, Pa., No. 16.
Clair Butterbaugh, Penn Run, Pa., No. 17.

Robert M. Park, Marion Center, Pa., No. 110.

Way Conningham, Indiana, Pa., No. 113.

JEFFERSON COUNTY

Victor Verbeke, Reynoldsville, Pa., No. 2.

Enlow Britton, Reynoldsville, Pa., No. 3.

Ladd M. Reitz, Brookville, Pa., No. 44.

LANCASTER COUNTY

Ezra M. Martin, Ephrata, RD-1, Pa., No. 43.

Levi H. Brubaker, Lancaster, RD-1, Pa., No. 59.

Miller Reinhart, Kinzers, RD-2, Pa., No. 71.

Warren Frost, Silver Spring, Pa., No. 82.

Milton S. Groff, Lancaster, RD-3, Pa., No. 89.

Leroy N. Eberly, Leola, Pa., No. 122.

LAWRENCE COUNTY

Robert Pherson, Volant, RD-5, Pa., No. 29.

Benj. E. Nettle, New Castle, Pa., No. 40.

K. K. McCreary, Volant, RD-3, Pa., No. 67.

LEBANON COUNTY

J. K. Kreider, Lebanon, RD-1, Pa., No. 58.

LEHIGH COUNTY

Elwood E. Handwerk, Germansville, Pa., No. 48.

H. H. Romer, Kempton, Pa., No. 52.

Lester Hamm, Kempton, Pa., No. 70.

Forrest R. Hamm, Lynport, Pa., No. 73.

Reuben H. W. Ringer, Jr., Schnecksville, Pa., No. 74.

Frank Sell, Schnecksville, Pa., No. 75.

R. C. Snyder, New Tripoli, RD-2, Pa., No. 76.

Paul J. Schneck, Schnecksville, Pa., No. 77.

Robert R. Hunsicker, Coplay, RD-1, Pa., No. 79.

H. H. Klausfelder, Neffs, Pa., No. 80.

Harold J. Henninger, Allentown, RD-4, Pa., No. 84.

Ernest W. Wotring, Schnecksville, Pa., No. 85.

Thomas H. Semmel, Slatington, RD-1, Pa., No. 87.

Floyd A. Frey, Germansville, RD-1, Pa., No. 88.

Samuel E. Frantz, Jr., Schnecksville, RD-1, Pa., No. 91.

Charles B. Lichtenwalner, Macungie, RD-1, Pa., No. 101.

Benjamin C. Lichtenwalner, Macungie, RD-1, Pa.

Allen T. Sell, Schnecksville, Pa., No. 102.

George C. Schlosser, Lynnport, Pa., No. 115.

Samuel J. Geiger, Schnecksville, RD-1, Pa., No. 121.

LYCOMING COUNTY

John German, Williamsport, RD-2, Pa., No. 118.

LUZERNE COUNTY

Clyde A. Zehner, Sugarloaf, RD-1, Pa., No. 117.

MERCER COUNTY

Mac Supplee, Mercer, Pa., No. 12.

Quincy Tate, Mercer, Pa., No. 15.

J. A. Robinson, Mercer, Pa., No. 24.

Hans Weihermiller, Transfer, RD-1, Pa., No. 26.

C. A. Gamble, Fredonia, RD-2, Pa., No. 51.

L. O. McCoy, Grove City, RD-5, Pa., No. 60.

MONTGOMERY COUNTY

Jacob S. Wile, Soudertown, Pa., No. 86.

NORTHAMPTON COUNTY

Myron Parsons, 96 Main Street, Hellertown, Pa., No. 36.

W. W. Shoemaker, Walnutport, Pa., No. 99.

Russell E. Fries, Catasauqua, Pa., No. 123.

POTTER COUNTY

Ed Fisher, Coudersport, Pa., No. 4.

C. B. Tallman, Coudersport, Pa., No. 13.

Lyle G. Tarbox, Ulysses, Pa., No. 39.

Joseph H. Fisher, Ulysses, Pa., No. 42.

Theo. S. Borden, Ulysses, Pa., No. 81.

SOMERSET COUNTY

H. W. Schmucker, Berlin, Pa., No. 1.

Arthur Wedge, Meyersdale, RD-2, Pa., No. 53.

H. P. Miller, Markleton, Pa., No. 45.

(Continued on page 26)

List of County Contact Men, Who Are Handling the Marketing Program from Their Various Sections

BERKS COUNTY

A. P. Fidler & Son, Womelsdorf, Pa.*

BUCKS COUNTY

Paul W. Histan, Doylestown, Pa.*

BUTLER COUNTY

Lester P. Whitmire, Butler, RD-5, Pa.*

CAMBRIA COUNTY

Wm. J. Sharbaugh, Carrolltown, Pa.

Evan D. Lewis, Johnstown, RD-5, Pa.*

CENTRE COUNTY

Dr. E. L. Nixon, State College, Pa.*

CHESTER COUNTY

John N. Stultzfus, Parksburg, RD-2 Pa.*

CLARION COUNTY

Wayne A. Hindman, Corsica, Pa.

COLUMBIA COUNTY

J. G. Quick, Bloomsburg, Pa.

CRAWFORD COUNTY

J. C. McClurg, Geneva, Pa.

ERIE COUNTY

Ivan Miller, Elgin, Pa.*

INDIANA COUNTY

Blaine Short, Indiana, RD-3, Pa.*

Doyle Stutzman, Homer City, RD-1, Pa.

JEFFERSON COUNTY

Richard E. Reitz, Broadacres, Inc., Brookville, Pa.

LANCASTER COUNTY

Vogel & Nissley, Lancaster, Pa.*

J. K. Mast, Elverson, Pa.*

Amos S. Eberly, RD-1, New Holland,* Pa.

LAWRENCE COUNTY

R. D. Walter, 216 S. Croton Ave., New Castle, Pa.

LEHIGH COUNTY

Noah Arndt & Son, Lynport, Pa.*

P. D. Frantz, Coplay, RD-1, Pa.*

C. A. Lichtenwalner, Macungie, Pa.*

LUZERNE COUNTY

Clyde A. Zehner, Sugarloaf, RD-1, Pa.*

MERCER COUNTY

John A. Robinson, Mercer, RD- , Pa.

POTTER COUNTY

Theo. S. Borden, Ulysses, Pa.*

Ed Fisher, Coudersport, Pa.*



P. Daniel Frantz, of Lehigh County

SOMERSET COUNTY

E. R. Spory, Boswell, RD-1, Pa.*

Frank J. Fisher, Boswell, RD-2, Pa.*

VENANGO COUNTY

J. A. Donaldson, Emlenton, RD-1, Pa.*

Frank H. Turner, Franklin, RD-3, Pa.

WARREN COUNTY

C. F. Henry Wuesthoff, Court House, Warren, Pa.*

YORK COUNTY

McPherson Brothers, Bridgeton, Pa.*

* Represents those contact men who have functioned this season.

Robert M. Park, Marion Center, Pa., No. 110.

Way Conningham, Indiana, Pa., No. 113.

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Paul J. Schneck, Schnecksville, Pa., No. 77.

Robert R. Hunsicker, Coplay, RD-1, Pa., No. 79.

H. H. Klausfelder, Neffs, Pa., No. 80.

Harold J. Henninger, Allentown, RD-4, Pa., No. 84.

Ernest W. Wotring, Schnecksville, Pa., No. 85.

Thomas H. Semmel, Slatington, RD-1, Pa., No. 87.

Floyd A. Frey, Germansville, RD-1, Pa., No. 88.

Samuel E. Frantz, Jr., Schnecksville, RD-1, Pa., No. 91.

Charles B. Lichtenwalner, Macungie, RD-1, Pa., No. 101.

Benjamin C. Lichtenwalner, Macungie, RD-1, Pa.

Allen T. Sell, Schnecksville, Pa., No. 102.

George C. Schlosser, Lynnport, Pa., No. 115.

Samuel J. Geiger, Schnecksville, RD-1, Pa., No. 121.

LYCOMING COUNTY

John German, Williamsport, RD-2, Pa., No. 118.

LUZERNE COUNTY

Clyde A. Zehner, Sugarloaf, RD-1, Pa., No. 117.

MERCER COUNTY

Mac Supplee, Mercer, Pa., No. 12.

Quincy Tate, Mercer, Pa., No. 15.

J. A. Robinson, Mercer, Pa., No. 24.

Hans Weihermiller, Transfer, RD-1, Pa., No. 26.

C. A. Gamble, Fredonia, RD-2, Pa., No. 51.

L. O. McCoy, Grove City, RD-5, Pa., No. 60.

MONTGOMERY COUNTY

Jacob S. Wile, Soudertown, Pa., No. 86.

NORTHAMPTON COUNTY

Myron Parsons, 96 Main Street, Hellertown, Pa., No. 36.

W. W. Shoemaker, Walnutport, Pa., No. 99.

Russell E. Fries, Catasauqua, Pa., No. 123.

POTTER COUNTY

Ed Fisher, Coudersport, Pa., No. 4.

C. B. Tallman, Coudersport, Pa., No. 13.

Lyle G. Tarbox, Ulysses, Pa., No. 39.

Joseph H. Fisher, Ulysses, Pa., No. 42.

Theo. S. Borden, Ulysses, Pa., No. 81.

SOMERSET COUNTY

H. W. Schmucker, Berlin, Pa., No. 1.

Arthur Wedge, Meyersdale, RD-2, Pa., No. 53.

H. P. Miller, Markleton, Pa., No. 45.

(Continued on page 26)

List of County Contact Men, Who Are Handling the Marketing Program from Their Various Sections

BERKS COUNTY

A. P. Fidler & Son, Womelsdorf, Pa.*

BUCKS COUNTY

Paul W. Histan, Doylestown, Pa.*

BUTLER COUNTY

Lester P. Whitmire, Butler, RD-5, Pa.*

CAMBRIA COUNTY

Wm. J. Sharbaugh, Carrolltown, Pa.
Evan D. Lewis, Johnstown, RD-5, Pa.*

CENTRE COUNTY

Dr. E. L. Nixon, State College, Pa.*

CHESTER COUNTY

John N. Stultzfus, Parksburg, RD-2 Pa.*

CLARION COUNTY

Wayne A. Hindman, Corsica, Pa.

COLUMBIA COUNTY

J. G. Quick, Bloomsburg, Pa.

CRAWFORD COUNTY

J. C. McClurg, Geneva, Pa.

ERIE COUNTY

Ivan Miller, Elgin, Pa.*

INDIANA COUNTY

Blaine Short, Indiana, RD-3, Pa.*

Doyle Stutzman, Homer City, RD-1, Pa.

JEFFERSON COUNTY

Richard E. Reitz, Broadacres, Inc.,
Brookville, Pa.

LANCASTER COUNTY

Vogel & Nissley, Lancaster, Pa.*

J. K. Mast, Elverson, Pa.*

Amos S. Eberly, RD-1, New Holland,*
Pa.

LAWRENCE COUNTY

R. D. Walter, 216 S. Croton Ave., New
Castle, Pa.

LEHIGH COUNTY

Noah Arndt & Son, Lynport, Pa.*

P. D. Frantz, Coplay, RD-1, Pa.*

C. A. Lichtenwalner, Macungie, Pa.*

LUZERNE COUNTY

Clyde A. Zehner, Sugardoaf, RD-1, Pa.*

MERCER COUNTY

John A. Robinson, Mercer, RD- , Pa.

POTTER COUNTY

Theo. S. Borden, Ulysses, Pa.*

Ed Fisher, Coudersport, Pa.*



P. Daniel Frantz, of Lehigh County

SOMERSET COUNTY

E. R. Spory, Boswell, RD-1, Pa.*

Frank J. Fisher, Boswell, RD-2, Pa.*

VENANGO COUNTY

J. A. Donaldson, Emlenton, RD-1, Pa.*

Frank H. Turner, Franklin, RD-3, Pa.

WARREN COUNTY

C. F. Henry Wuesthoff, Court House,
Warren, Pa.*

YORK COUNTY

McPherson Brothers, Bridgeton, Pa.*

* Represents those contact men who have
functioned this season.

King Spud Likes His Food Granulated

40 BUSUEL PER ACRE GAIN REPORTED

Pennsylvania potato growers have a reputation for being leaders in growing high quality Cobblers, Russets, and other commercial spuds. They also are known to be very conservative when it comes to the adoption of new farm practices and fertilizer materials. Hence it is news when a new material "takes on" in traditional Lancaster County. In this instance, the material is potato plant food served to "King Spud" in the form of Granulated Fertilizer. To show his Royal Highness' pleasure with this improved type of fertilizer, he rewards his farmer-servant with a heavy crop of choice, chunky, number one spuds—the kind that brings top prices in any market.

Enough of this—let us hear the story from the grower himself, and in his own words. It is Mr. Phares B. Landis, who owns and operates three large farms in Lancaster County, known for his quality farming. His story has to do with the results which he obtained this past season in growing potatoes which were fed with Granulated Fertilizer:

"On one of my farms—an 8 acre field of late potatoes, I used DAVCO Granulated 4-8-7 fertilizer on 4 acres and harvested 40 bushels more per acre of the finest quality potatoes with the Granulated Fertilizer than on the other 4 acres in the same field where I used the old-style, dusty fertilizer of the same analysis. Everything was done the same in raising these potatoes. The only difference was in the type of fertilizer used. The potatoes grown with Granulated Fertilizer sold at 50c a bushel, a price which paid for the cost of the fertilizer used in raising them, and gave me a nice margin of profit besides.

"The treatment I gave these potatoes at the time of planting was the same for the whole field, that is, for the 4 acres on which Granulated was used and on the 4 acres where the old style material was used. The potatoes that were fed with Granulated grew faster, stayed green longer, and the plants throughout the season seemed to be much more uniform and larger throughout than the corresponding plants in the other half of the field where old-style fertilizer was used.

"My own experience this year with the Granulated Fertilizer on potatoes, and some other crops I grew, convince me that I have never used in the past any better fertilizer. From now on I am never going to use anything but Granulated Fertilizer on my farms. It handles so nicely; there is no dust; I did not have to wait for the wind to die down before I used it, as I have to do so often with the old, dusty type of fertilizer. It was easy to apply, if flowed evenly through the drill. In fact, everything about it is just what a farmer likes to see in his fertilizer."

Mr. Landis is not the only one to report so favorably on the advantages of Granulated Fertilizer. Many farmers in all parts of the potato growing areas of Pennsylvania, New Jersey, Maryland and other sections of the country, report their satisfaction with the improvement. They point out that they are using the latest type machinery for potato planting, and for digging potatoes, and that it is only natural that they should also take advantage of the latest developments in fertilizer improvements.

Experiment Stations also report favorably on this new type of fertilizer. The Maine Agricultural Experiment Station published a report in which it is shown that granulated 4-8-7 fertilizer compared with old-style fertilizer of the same analysis, out-yielded the old style material by as much as 28 to 30 bushels. The experiments were carried out by Dr. Joseph A. Chucka, a man known to all potato growers for his potato investigations.

The evidence is clear that this improvement in fertilizer is going to attract considerable attention among potato growers throughout Pennsylvania. You may want to know more about this new fertilizer. Enough has been shown about its good qualities to justify your personal investigation.

Pennsylvania is the birthplace of the first cooperative enterprise in America. At Ephrata, Lancaster County, Johann Conrad Beissel, a Seventh-Day Adventist, in 1732, established a cooperative colony of his Dunker followers.—D. A. News Bulletin.

POTATO CHIPS

Just two years ago at the Farm Show meeting the Pennsylvania potato growers discussed the vital need of a marketing program for the industry. The following summer the embryonic form of a new marketing organism drew its first breath of life. By the following summer the growing lad had become quite a precocious child. In fact the boy has become so active, has so many things to do and has so many possibilities for developing into a most useful citizen that his parents find additional means must be secured for his support and proper bringing up. We all realize full well that more potato marketing progress has been made in Pennsylvania during the past two years than during the previous twenty. We constitute a business of an annual income of 15 to 30 millions of dollars. As an industry we will not be denied! WE CAN and WILL devise the ways and means for carrying on potato marketing progress in Pennsylvania, which is the industry's greatest present need!

Did you see the pictures in the papers of P. D. Frantz and Sec. French with the bushel of Kahtahdins which "P. D." sent to President Roosevelt as a Christmas present from the Pennsylvania potato growers? Our congenial Lehigh Countain was the champion grower of his county, no less, and nearly tops for the state with an average of 526 bushels from his 17 acres of Kahtahdins.

The potato market has been behaving right well of late, nothing sensational in the way of a price rise but has shown a good steady demand, regular supplies in city markets and a slow, gradual price advance. Spuds may still bring a dollar a bushel by spring.

The Triple A has recently announced that the F.S.C.C. will purchase potatoes for diversion into starch and flour to relieve the surplus from the 1937 crop. Plants equipped to manufacture starch and flour from potatoes are located in Michigan, Idaho, Minnesota and Maine. Relief agencies will receive the starch and flour for distribution among the needy.

New potatoes from Florida and Bermuda have been selling in northern markets for the past month. The cold wave in Southern Florida late in November is reported to have cut the yields appreciably.

The U.S. Department of Agriculture has recently issued a ruling against interstate shipments of potatoes grading U.S. No. 2 or lower, effective until June 1, 1938, from the state of Nevada, Colorado and Wyoming. How come it isn't effective for all states? Seed potatoes shipped before February 1 are exempt from the minimum size requirement of one and seven-eighths inches.

Potato dealers usually talk in terms of larger crops than actually are produced. Was surprised therefore, when advised by one of the largest dealers in the state that the 1937 crop in Penna. is estimated at least 5,000,000 bushels too high. Our eastern counties surely produced them in abundance but west of the Susquehanna there just weren't many. Am advised that not over 15% of the crop remains to be sold in the district comprising Somerset, Indiana, Butler, Mercer and Erie Counties.

A 5000 bushel truckload of spuds grown by the Rural Resettlement Administration in Matanuska Valley, Alaska, has been delivered in New York City, a distance of 4,621 miles, where they were distributed to hospitals. The truck was on the road for 13 days and the tubers arrived in excellent condition. This is believed to be a new record for long distance produce trucking.

Of all the agricultural groups in the state, potato growers have made the reputation of being most active at the annual Farm Shows with the largest meetings, the largest banquets and commodity displays second to none. Extensive preparations have been made that the 1938 show will not be an exception to the rule. During this low-priced year, Penna. potato growers can show their unflinching faith in their industry by attending in full force.

(Continued on page 24)

PROGRAM

Twenty-First Annual Meeting

of the

PENNSYLVANIA COOPERATIVE POTATO GROWERS' ASSOCIATION

INCORPORATED

Room F, Farm Show Building
HARRISBURG, PENNSYLVANIA
JANUARY 18 and 19, 1938

Tuesday Morning, January 18, 1938

(Fifth Street Methodist Church)

9:00 A.M.—BUSINESS MEETING OF THE ASSOCIATION (Fifth and Granite Streets, Harrisburg, Pennsylvania. Near Farm Show Building).

- a. Annual Report of Officers and Committees.
- b. Election of Directors.
- c. Activities of Association.

Tuesday Afternoon, January 18, 1938

(Room F, Farm Show Building)

OPENING OF EDUCATIONAL MEETINGS

1:30 P.M.—POTATO MACHINERY AND EQUIPMENT.

Round Table Discussion, Leader, R. U. Blasingame, Pennsylvania State College.

- a. Weak and Strong Points of Present Equipment.
(Growers' viewpoint—Voluntary informal discussion.)
- b. Engineering Difficulties.
(Manufacturing Representatives.)
- c. "Looking Ahead"—A. W. Clyde, Department of Agricultural Engineering, Pennsylvania State College.
- d. Round Table Discussion.
- e. Presentation of Medals and Certificates of Award.

Tuesday Evening, January 18, 1938

(Fifth Street Methodist Church)

6:30 P.M.—POTATO GROWERS' BANQUET.

Toastmaster, R. U. Blasingame, Pennsylvania State College.

Community Sing.

Fun and Frivolity.

Address, Ralph D. Hetzel, President, Penna. State College.

Christening a New Potato

Wednesday Morning, January 19, 1938

(Room F, Farm Show Building)

9:30 A.M.—STATE AND NATIONAL POTATO PROGRAMS.

Leader, Walter S. Bishop, President.

- a. Acreage Adjustment.
- b. Crop Control.
- c. Marketing Agreements—Discussion by Visiting State Representatives.
- d. Soil Conservation as Applied to Potatoes.
(Crop Rotation—Soil Erosion).
- e. Pennsylvania Production Problems.
(Questions and Answers).

Wednesday Afternoon, January 19, 1938

1:30 P.M.—MERCHANDISING PENNSYLVANIA'S POTATOES.

Leader, L. T. Denniston, Senior Marketing Specialist, Potato Interests, State Department of Agriculture, Harrisburg, Pennsylvania.

- a. "The Viewpoint of the Consumer",—Dr. Franklin Wilson, Superintendent, Muncy State Hospital for Women, Muncy, Pennsylvania.
- b. "The Viewpoint of the Pennsylvania Cooperative Potato Growers' Association"—Miss Erma H. Sloop, Assistant Secretary.
- c. "The Viewpoint of the Distributor"—Fred W. Johnson, Philadelphia, Pennsylvania.
- d. "The Viewpoint of the Grower, Packer and Shipper"—Mrs. Millie M. Kepler, Pine Grove Mills, Pennsylvania.
- e. Other Viewpoints and General Discussion—by the Growers.

ACTUAL DEMONSTRATIONS IN VARIOUS METHODS OF MARKETING POTATOES.

- a. The Philosophy Underlying the Development, Production and Advertising of Pennsylvania's Potato Industry—Dr. E. L. Nixon, The Pennsylvania State College.

Pennsylvania Potatoes for Good Chips

by KYLE M. ALEXANDER

(from a recent Radio Talk)

Potato chip manufacturers prefer Pennsylvania potatoes. Their claim is that a superior chip of uniform quality can be produced from potatoes secured from Pennsylvania growers, according to reports received by Secretary of Agriculture, J. Hansell French.

In view of this preference for Pennsylvania potatoes for chips, the report of the Bureau of Plant Industry and Home Economics of the U. S. Department of Agriculture is of timely interest.

In finding a solution for the problems of the potato chip manufacturer and also of the restaurant operator, the investigators also have a few suggestions for the housewife interested in making potato chips.

The market for ready-to-serve potato chips grew as the crisp, easily handled, decorative slices came into use for group gatherings, party refreshments, picnics, luncheons, buffet suppers. But consumers were very definite in their demands for the kind of potato chips they wanted. The manufacturers found that chips made from northern potatoes for two or three weeks after harvest were just right. They were crisp, light yellow, and fine flavored. Then trouble began, when the potatoes, handled in the usual way, went into storage. They no longer made good chips. The color was darkened or mottled, the texture oily or flabby, and the flavor undesirable. In spite of large local crops in the north, commercial users were obliged to buy potatoes elsewhere, until the Bureaus of Plant Industry and Home Economics undertook to study the matter.

These scientists soon put their fingers on the difficulty. They found that the temperature at which the potatoes were stored affected the potatoes and the chips made from them. Potatoes stored between 50° and 70° F. made excellent chips, and were also at their best for baking, boiling, or cooking in other ways. Below 50° F. they became increasingly undesirable because of the amount of sugar they developed. This accounted for the darkening and burning of the chips and the French fries. The family that grows its own "spuds" might take a tip from this discovery and watch the

temperature of the place where the potatoes are kept.

Further interest in potato chips led the Bureau of Home Economics to look into the kinds of fats used for frying them. They made chips in nine different fats. Three were kettle-rendered lards from animals fed on peanuts, corn, and steam lard, another a hydrogenated brewers' rice; one was a standard prime (hardened) lard, a sixth hydrogenated cottonseed oil, and the other three were highly refined oils from corn, cottonseed, and peanuts.

Results showed that fat absorption in the potato chips was about the same for all the fats used. After 10 fryings, the fats were considered undesirable for further use. All the chips were fried by the same standard method.

A group of judges scored them on desirability of flavor and other points. The consensus was that peanut oil gave the most desirable flavor, and cottonseed oil next. Of the lards, the "peanut" and hydrogenated were best for frying the chips. The potato chips fried in the oils and stored in bags in the refrigerator kept fresh the longest.

The woman who makes potato chips at home may like a little detailed information on these laboratory studies of deep-fat frying. Any variety of potato that is properly stored, between 50° and 70° F. may be used. The potatoes do not have to be pared if they are mature enough for the skin to be set. It used to be thought necessary to soak the potato slices, but the scientists now say this step is only needed if the potatoes are withered. If the potatoes are not sliced into the fat, the slices should be washed to remove surface starch and prevent them from sticking together. If they are not to be used immediately, cover with water to prevent discoloration. Prolonged soaking (1 to 2 hours) gives a crisper product but there is loss of potato flavor.

Before frying, dry the potato slices thoroughly between absorbent paper or towels. The wetter the slices are when dropped in the fat, the more rapidly the frying fat deteriorates.

(Continued on page 21)

Are You Known As A Good Potato Grower?

Reputations count, and many factors enter into securing and maintaining a good reputation. In marketing potatoes, especially in years of large production, a reputation for growing "good" potatoes may be the means of getting the price difference and trade preference which result in profit instead of loss.

"Good" potatoes have good cooking quality. Potash is now recognized as the plant-food element which most affects cooking quality. It improves the mealiness of cooked potatoes and prevents their blackening. Make sure that the large percentage of No. 1 potatoes which you aim to grow are also able to get enough potash to insure the cooking quality which housewives want.

Potatoes remove from the soil more potash than both nitrogen and phosphoric acid combined. A yield of 300 bushels per acre uses 170 pounds of actual potash per acre in addition to what must be supplied to take care of leaching, erosion, and soil fixation. Consult your county agent or experiment station about the fertility of your soil. See your fertilizer dealer or manufacturer about getting the right amount of potash in your potato fertilizer. Write us for more information and literature.

American Potash Institute, Inc.

INVESTMENT BUILDING

WASHINGTON, D. C.

OVER THE PICKING TABLE

by INSPECTOR THROWOUT

POTATO GROWER'S TEN COMMANDMENTS

I.

Don't lie to us about seed—it wastes our time and yours. We're sure to catch you in the end and that's the wrong end.

II.

Watch what you're doing, not your watch—a good day's work makes a long day short, and a poor day's work makes our faces long.

III.

Give us what we have a right to expect and we'll pay you more than you expect. We can afford to pay and buy more if you increase our profit.

IV.

You owe so much to yourself that you can't afford to owe anybody else. Keep out of debt or keep out of our door-yard.

V.

Dishonesty is never an accident. Good growers, like good women, can't see temptation when they meet it.

VI.

Mind your own business, and in time you'll have business of your own to mind.

VII.

It's none of our business what you do at night. If dissipation affects what you do the next day and you accomplish only half as much as we demand, you'll last half as long as you hope.

VIII.

Don't do anything which hurts your self-respect. The fellow who is willing to steal for us is also capable of stealing from us.

IX.

Don't tell us what we'd like to hear, but what we ought to hear. We don't want a valet to our vanity, but we do need one for our dollars.

X.

Don't kick if we kick—if you're worth correcting, you are worth keeping. We don't waste time selling ice cream cones to Eskimos.

The applicant for a job as housemaid was being interviewed by the employment agency, and was asked if she had

any preference as to the kind of family she would like to work for.

"Any kind," said she, "except high brows?"

"You don't want to work for high-brows?"

"You bet I don't," she said. "I worked for a pair of 'em once—and never again. Him and her was fighting all the time, and it kept me running back and forth from the keyhole to the dictionary 'till I was worn to a frazzle."

If you are afraid of your own judgment, you can't blame the boss if he shares your feelings.

A philosopher is a fellow who doesn't worry so long as his wife pays the bills.

Dollars are a transparent medium through which we behold the personality of the person possessing them.

Put your hammer in the locker
With your hand-ax do likewise;
Any one can be a knocker,
Any one can criticise.
Cultivate the building habit,
Though it hurts your face to smile;
At the start it may go awkward,
But you'll get it after while.

"Sir, would you give five dollars to bury a saxophone player?"

"Here's thirty dollars. Bury six of them."

It only takes a wedding
To make a fellow learn—
He thought that she was His'n
But he found that he was her'n.

It is better to be up and doing than to be down and being done.

And so let us be cheerful, without regret for the past, with contentment in the present, and with strong hope for the future.

PENNSYLVANIA

POTATOES FOR GOOD CHIPS

(Continued from page 18)

The experiments showed that the high grade vegetable oils are the most satisfactory fats for frying potato chips. They are bland in flavor, have high smoking points, and give a bloom or luster to the chips that cannot be obtained with the solid fats. The temperature of the fat during the frying should range between 300° and 350° F. depending on the amount of sugar in the potatoes. The temperature of the fat where the potatoes are put in may be somewhat higher. A little experimenting will determine the best point for the potatoes being used. The chips are fried until bubbling ceases on the surface. They should then be crisp and golden yellow in color.

Recent editorial comment in a Pennsylvania Farm paper cautions that the potato Branding Law inadequately enforced will be worse than no law at all. To which we say, "Amen, if the law is used to correct existing evils but not to be a millstone around the neck of the industry."

MEET US

at the

FARM PRODUCTS SHOW

Space 206-207

Section B



WHITEROCK QUARRIES
Bellefonte, Penna.

Certified SEED POTATOES

A well planned potato program starts with planting vigorous seed. Be certain your supply was grown in a proven section where soil and climate assure this essential.



RUSSET RURALS
IRISH COBBLERS
GREEN MOUNTAINS

We again invite you to visit our booth at the Harrisburg Show, make it the place to meet your friends, inspect our Show samples and car-lot grading. Ask for prices.

"Every Bag Must Be Right"
Dougherty Seed Growers
WILLIAMSPORT, PENNA.

WHAT IS THE PROBLEM?

IS IT AS SIMPLE

AS TWO PLUS TWO?

(Continued from page 4)

sylvania has a world's market plus, there would be so many trademarked packages available that the present market could not absorb them. Pennsylvania has comparatively few "world's market" potatoes and herein lies the danger to the industry. Competition in the world's market is what forces standardization, identified trademarked packages, improved quality. Other potato shipping areas have outdone us on this score, not from any more intelligence or progressiveness, but from necessity to be able to sell in our markets at all. Pennsylvania growers would have a bonanza if Maine would just go back to the "shoveled up pack" in 4-8-7 burlap bags. However, whether we like it or not we are living in an age of cans and brands and the consumer is more appreciative of the fact that the recollection of quality remains long after the price is forgotten. The Pennsylvania potato growers association was mindful of all of these things when it launched its state-wide marketing program the object be-

ing to market Pennsylvania potatoes in the most efficient manner—

- by determining a standard grade
- by adopting trademarked packages
- by determining the merits and qualities of our own potatoes
- by determining their true food value
- by developing and proving more adapted varieties
- by guaranteeing quality to the consumer

Some of the best business minds of the nation have contributed to the development of this program. It is the answer to the question, What is the Problem, and is as self-evident as two plus two equals four.

What then, prevents its practical operation? Two things, first, the fact that Pennsylvania has "a world's market, plus" at our door and second, that,

Ye hath heard that it hath been said of old times, Pennsylvania has no marketing problem.

Ye hath heard that it hath been said
(Continued on page 24)

THE POTATO GROWER'S CHOICE

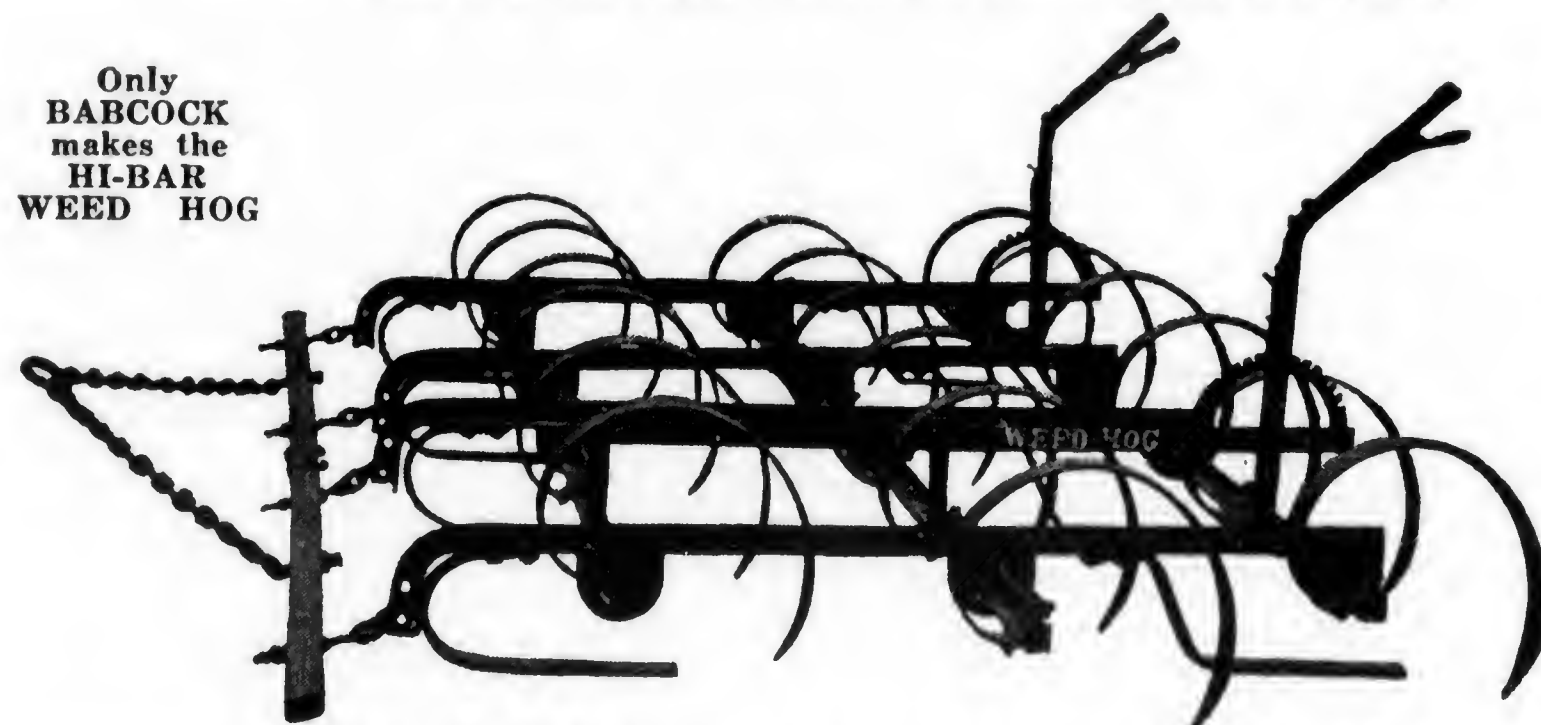
Deep working teeth, shaped to a perfect spiral, dig like a plow creating the PERFECT SEED BED potato growers like. Plowed under cover is shredded and strewn THROUGH the plowed depth. The HI-BAR WEED HOG creates a moisture reservoir that means money in the bank. Famous WHH24 teeth carry an unusual guarantee.

BABCOCK HI-BAR WEED HOG

Is a completely FLEXIBLE tillage tool with extra high frame and under slung tooth bars. Gives greater clearance; freedom from clogging; a fast, thorough worked that lowers field costs.

See it at the FARM PRODUCTS SHOW spaces A70 and 81

Only
BABCOCK
makes the
HI-BAR
WEED HOG



BABCOCK MFG. CO., LEONARDSVILLE, NEW YORK

Ask for folder
WH 8 . . .

also

Babcock
Remote
Control HD
Spring tooth
Harrow

and

Babcock
High Frame
SPECIAL
Spring tooth
Harrow

Protect Your Potato Crop by using "Bell-Mine" Lime for Spraying and Dusting

Use "Bell-Mine" Pulverized Lime in any formula where "quick lime" or "stone lime" is specified. Use "Bell-Mine" hydrated Lime in any formula where "hydrated lime" is specified.

"Bell - Mine" Pulverized
Lime is packed in 180 lb.
(net) steel drums with
tight friction lids.



"Bell-Mine" Hydrated
Lime is packed in 50 lb.
special paper bags.

VISIT US AT THE FARM SHOW BOOTH 312

Warner Company

BELLEFONTE DIVISION

Executive Offices: 219 N. Broad Street, Philadelphia

"BELL-MINE" PLANT

BELLEFONTE, PA.

Boggs

The "Standard" Potato and Onion Grader

Not only "STANDARD" but "Superior" in Economy, Accuracy, Speed, and Adaptability.

More Boggs Graders in use than all other makes combined—
there must be a reason. Send for our new circular and price list.

BOGGS MFG. CORP.

Atlanta, N. Y.

POTATO CHIPS

(Continued from page 15)

The potato marking law in Michigan, which formerly required blue tags for U.S. No. 1 stock and red tags for U. S. No. 2 has been changed to require that the grades be stenciled on the containers. The change was made to prevent truckers and dealers from substituting blue for red tags. Neither are all growers honest but any marking law which places all responsibility of correct markings on packages, even out of the growers' hands, is unjust.

Recent word from Idaho informs that as many as 10,000,000 bushels of potatoes may be fed to livestock in that state as a result of the feed diversion program of the government. Some growers, whose supply runs mostly to U.S. No. 2's wish to feed their entire holdings under this plan. County agents have been active in working out the program.

In 1934 the International Cooperative Alliance reported that it represented 200,000 cooperative societies in 40 coun-

tries, with a membership of 150,000,000 shareholders and an annual business of \$25,000,000,000. And large scale cooperative enterprises are a relatively new development! Look's like they've got something there!

"BILL" SHAKESPUD

WHAT IS THE PROBLEM? IS IT AS SIMPLE AS TWO PLUS TWO?

(Continued from page 22)

that the cheap way to market is in unidentified second hand packages. I say that when a grower insists on losing the identity of his package the odds are 100 to one that there is something shady in it. I say that, when a buyer "does not care in what kind of containers his potatoes are packed" just so the price is low enough he has some ulterior motive in mind.

I say don't kid yourself. Either Pennsylvania potato growers will use business methods, full weight, for what it is in identified packages, in merchandizing her potatoes or else she will be content to sell as an inferior product sells on an inferior market.

Meet Us at the Pennsylvania Farm Show

Space 350-51, Section C

H. E. MILLARD

PRODUCER OF

HIGH CALCIUM LIME PRODUCTS

Lump

Pebble

Ground Burnt
HydrateProcessed
byRotary Kiln and
Vertical Shaft
Gas Producer
Methods

MAIN OFFICE

-

-

-

ANNVILLE, PA.

Plants

ANNVILLE — SWATARA — PALMYRA — MILLARDSVILLE

ECONOMY IN POTATO PRODUCTION

BEGINS WITH

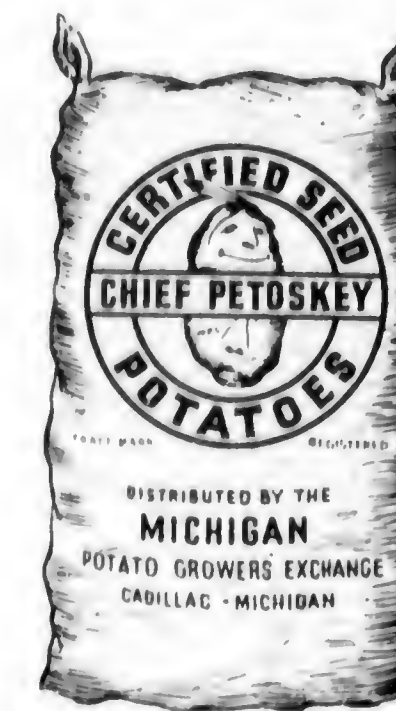
GOOD SEED

The foundation of a Good Yield of High Grade Potatoes is Northern Michigan Grown Certified Seed.

When we say "Certified" it means rigid requirements in culture and handling have been fulfilled.

When you want Certified Seed from the Outstanding Growers of High Quality Seed Potatoes, ask for

Chief Petoskey Brand



Visit us
at the
Farm Show

Make Our
Booth Your
Headquarters

Sold only by the Oldest and Largest Seed Potato Growers Sales
Organization in Michigan

Michigan Potato Growers Exchange, Inc.
CADILLAC MICHIGAN

OVER THE PICKING TABLE

by INSPECTOR THROWOUT

POTATO GROWER'S TEN COMMANDMENTS

I.

Don't lie to us about seed—it wastes our time and yours. We're sure to catch you in the end and that's the wrong end.

II.

Watch what you're doing, not your watch—a good day's work makes a long day short, and a poor day's work makes our faces long.

III.

Give us what we have a right to expect and we'll pay you more than you expect. We can afford to pay and buy more if you increase our profit.

IV.

You owe so much to yourself that you can't afford to owe anybody else. Keep out of debt or keep out of our door-yard.

V.

Dishonesty is never an accident. Good growers, like good women, can't see temptation when they meet it.

VI.

Mind your own business, and in time you'll have business of your own to mind.

VII.

It's none of our business what you do at night. If dissipation affects what you do the next day and you accomplish only half as much as we demand, you'll last half as long as you hope.

VIII.

Don't do anything which hurts your self-respect. The fellow who is willing to steal for us is also capable of stealing from us.

IX.

Don't tell us what we'd like to hear, but what we ought to hear. We don't want a valet to our vanity, but we do need one for our dollars.

X.

Don't kick if we kick—if you're worth correcting, you are worth keeping. We don't waste time selling ice cream cones to Eskimos.

The applicant for a job as housemaid was being interviewed by the employment agency, and was asked if she had

any preference as to the kind of family she would like to work for.

"Any kind," said she, "except high brows?"

"You don't want to work for high-brows?"

"You bet I don't," she said. "I worked for a pair of 'em once—and never again. Him and her was fighting all the time, and it kept me running back and forth from the keyhole to the dictionary 'till I was worn to a frazzle."

If you are afraid of your own judgment, you can't blame the boss if he shares your feelings.

A philosopher is a fellow who doesn't worry so long as his wife pays the bills.

Dollars are a transparent medium through which we behold the personality of the person possessing them.

Put your hammer in the locker
With your hand-ax do likewise;
Any one can be a knocker,
Any one can criticise.
Cultivate the building habit,
Though it hurts your face to smile;
At the start it may go awkward,
But you'll get it after while.

"Sir, would you give five dollars to bury a saxophone player?"

"Here's thirty dollars. Bury six of them."

It only takes a wedding
To make a fellow learn—
He thought that she was His'n
But he found that he was her'n.

It is better to be up and doing than to be down and being done.

And so let us be cheerful, without regret for the past, with contentment in the present, and with strong hope for the future.

PENNSYLVANIA

POTATOES FOR GOOD CHIPS

(Continued from page 18)

The experiments showed that the high grade vegetable oils are the most satisfactory fats for frying potato chips. They are bland in flavor, have high smoking points, and give a bloom or luster to the chips that cannot be obtained with the solid fats. The temperature of the fat during the frying should range between 300° and 350° F. depending on the amount of sugar in the potatoes. The temperature of the fat where the potatoes are put in may be somewhat higher. A little experimenting will determine the best point for the potatoes being used. The chips are fried until bubbling ceases on the surface. They should then be crisp and golden yellow in color.

Recent editorial comment in a Pennsylvania Farm paper cautions that the potato Branding Law inadequately enforced will be worse than no law at all. To which we say, "Amen, if the law is used to correct existing evils but not to be a millstone around the neck of the industry."

MEET US at the FARM PRODUCTS SHOW

Space 206-207

Section B



WHITEROCK QUARRIES
Bellefonte, Penna.

Certified SEED POTATOES

A well planned potato program starts with planting vigorous seed. Be certain your supply was grown in a proven section where soil and climate assure this essential.



RUSSET RURALS
IRISH COBBLERS
GREEN MOUNTAINS

We again invite you to visit our booth at the Harrisburg Show, make it the place to meet your friends, inspect our Show samples and car-lot grading. Ask for prices.

"Every Bag Must Be Right"

Dougherty Seed Growers
WILLIAMSPORT, PENNA.

**WHAT IS THE PROBLEM?
IS IT AS SIMPLE
AS TWO PLUS TWO?**
(Continued from page 4)

sylvania has a world's market plus, there would be so many trademarked packages available that the present market could not absorb them. Pennsylvania has comparatively few "world's market" potatoes and herein lies the danger to the industry. Competition in the world's market is what forces standardization, identified trademarked packages, improved quality. Other potato shipping areas have outdone us on this score, not from any more intelligence or progressiveness, but from necessity to be able to sell in our markets at all. Pennsylvania growers would have a bonanza if Maine would just go back to the "shoveled up pack" in 4-8-7 burlap bags. However, whether we like it or not we are living in an age of cans and brands and the consumer is more appreciative of the fact that the recollection of quality remains long after the price is forgotten. The Pennsylvania potato growers association was mindful of all of these things when it launched its statewide marketing program the object be-

ing to market Pennsylvania potatoes in the most efficient manner—

- a. by determining a standard grade
- b. by adopting trademarked packages
- c. by determining the merits and qualities of our own potatoes
- d. by determining their true food value
- e. by developing and proving more adapted varieties
- f. by guaranteeing quality to the consumer

Some of the best business minds of the nation have contributed to the development of this program. It is the answer to the question, What is the Problem, and is as self-evident as two plus two equals four.

What then, prevents its practical operation? Two things, first, the fact that Pennsylvania has "a world's market, plus" at our door and second, that,

Ye hath heard that it hath been said of old times, Pennsylvania has no marketing problem.

Ye hath heard that it hath been said
(Continued on page 24)

THE POTATO GROWER'S CHOICE

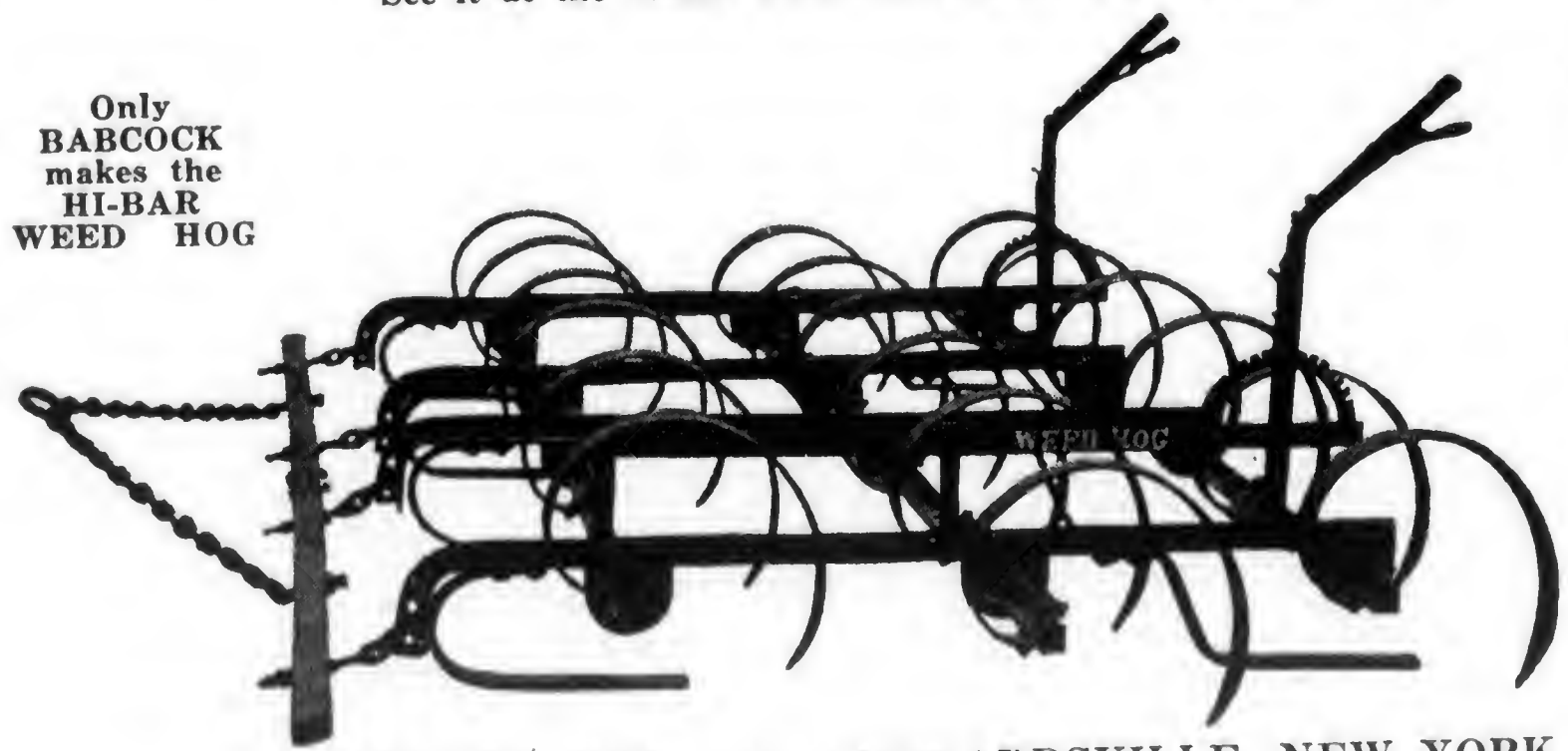
Deep working teeth, shaped to a perfect spiral, dig like a plow creating the PERFECT SEED BED potato growers like. Plowed under cover is shredded and strewed THROUGH the plowed depth. The HI-BAR WEED HOG creates a moisture reservoir that means money in the bank. Famous WHH24 teeth carry an unusual guarantee.

BABCOCK HI-BAR WEED HOG

Is a completely FLEXIBLE tillage tool with extra high frame and under slung tooth bars. Gives greater clearance; freedom from clogging; a fast, thorough worked that lowers field costs.

See it at the FARM PRODUCTS SHOW spaces A70 and 81

Only
BABCOCK
makes the
HI-BAR
WEED HOG



BABCOCK MFG. CO., LEONARDSVILLE, NEW YORK

Ask for folder
WH 8 . .

also

Babcock
Remote
Control HD
Spring tooth
Harrow

and

Babcock
High Frame
SPECIAL
Spring tooth
Harrow

Protect Your Potato Crop by using "Bell-Mine" Lime for Spraying and Dusting

Use "Bell-Mine" Pulverized Lime in any formula where "quick lime" or "stone lime" is specified. Use "Bell-Mine" hydrated Lime in any formula where "hydrated lime" is specified.

"Bell - Mine" Pulverized
Lime is packed in 180 lb.
(net) steel drums with
tight friction lids.



"Bell-Mine" Hydrated
Lime is packed in 50 lb.
special paper bags.

VISIT US AT THE FARM SHOW BOOTH 312

Warner Company

BELLEFONTE DIVISION

Executive Offices: 219 N. Broad Street, Philadelphia

"BELL-MINE" PLANT

BELLEFONTE, PA.

Boggs

The "Standard" Potato and Onion Grader

Not only "STANDARD" but "Superior" in Economy, Accuracy, Speed, and Adaptability.

More Boggs Graders in use than all other makes combined—
there must be a reason. Send for our new circular and price list.

BOGGS MFG. CORP.

Atlanta, N. Y.

POTATO CHIPS

(Continued from page 15)

The potato marking law in Michigan, which formerly required blue tags for U.S. No. 1 stock and red tags for U. S. No. 2 has been changed to require that the grades be stenciled on the containers. The change was made to prevent truckers and dealers from substituting blue for red tags. Neither are all growers honest but any marking law which places all responsibility of correct markings on packages, even out of the growers' hands, is unjust.

Recent word from Idaho informs that as many as 10,000,000 bushels of potatoes may be fed to livestock in that state as a result of the feed diversion program of the government. Some growers, whose supply runs mostly to U.S. No. 2's wish to feed their entire holdings under this plan. County agents have been active in working out the program.

In 1934 the International Cooperative Alliance reported that it represented 200,000 cooperative societies in 40 coun-

tries, with a membership of 150,000,000 shareholders and an annual business of \$25,000,000,000. And large scale cooperative enterprises are a relatively new development! Look's like they've got something there!

"BILL" SHAKESPAD

WHAT IS THE PROBLEM? IS IT AS SIMPLE AS TWO PLUS TWO?

(Continued from page 22)

that the cheap way to market is in unidentified second hand packages. I say that when a grower insists on losing the identity of his package the odds are 100 to one that there is something shady in it. I say that, when a buyer "does not care in what kind of containers his potatoes are packed" just so the price is low enough he has some ulterior motive in mind.

I say don't kid yourself. Either Pennsylvania potato growers will use business methods, full weight, for what it is in identified packages, in merchandizing her potatoes or else she will be content to sell as an inferior product sells on an inferior market.

Meet Us at the Pennsylvania Farm Show

Space 350-51, Section C

H. E. MILLARD

PRODUCER OF

HIGH CALCIUM LIME PRODUCTS

Lump

Pebble

Ground Burnt

Hydrate

MAIN OFFICE

Processed
by

Rotary Kiln and
Vertical Shaft
Gas Producer
Methods

ANNVILLE, PA.

Plants

ANNVILLE — SWATARA — PALMYRA — MILLARDSVILLE

ECONOMY

IN POTATO PRODUCTION

BEGINS WITH

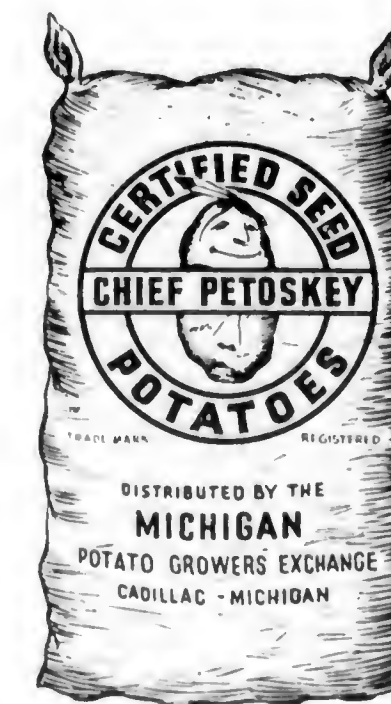
GOOD SEED

The foundation of a Good Yield of High Grade Potatoes is Northern Michigan Grown Certified Seed.

When we say "Certified" it means rigid requirements in culture and handling have been fulfilled.

When you want Certified Seed from the Outstanding Growers of High Quality Seed Potatoes, ask for

Chief Petoskey Brand



Visit us

at the

Farm Show

Make Our

Booth Your

Headquarters

Sold only by the Oldest and Largest Seed Potato Growers Sales Organization in Michigan

Michigan Potato Growers Exchange, Inc.
CADILLAC MICHIGAN

PENNSYLVANIA'S

CHAMPION CROP OF 1937

(Continued from page 9)

ten years the most impressive feature of harvesting the 1937 champion acre was the yield itself. My second regret in watching this crop come over the digger was that the few critics of Pennsylvania quality were not present. An analysis of this crop as to quality would read something as follows.

Size—very desirable.
Shape—regular, uniform.
Appearance—bright.
Serious defects—none.
Minor defects—very light.
Marketability—unusually high.
Estimated percent U. S. No. 1—90%.

I can personally vouch for their table quality as we have had them on our table a number of times during recent weeks. However we would not rate them above Russets or White Rurals that we have used this fall from the Conygham Valley (Luzerne Co.) Butler, Lehigh, Centre and Potter County. In fact we preferred the Russets and White Rurals when baked.

In addition to the record yield reported above Mr. Daniels dug an official yield of 433.8 bushels of "Nittanys" on a measured acre on the Industrial School farm. Another official yield of 443 bushels of "Nittanys" was dug on the Hershey Experimental plot as well as a yield of 405 bushels of a White Rural Seedling that had its start in a Hershey Green House and later propagated in Potter County.

Mr. Daniels and officials of the Hershey Estate are cooperating in marketing the champion acre through Pennsylvanias better marketing movement in trade marked packs in the Hershey stores. They are also cooperating in "PENNSYLVANIA POTATO WEEK" at Harrisburg, in connection with the Farm Show.

LIST OF ASSOCIATION LOCAL POTATO INSPECTORS

(Continued from page 12)

V. B. Glessner, Berlin, RD-1, Pa., No. 46.
J. S. Barnett, Sipesville, Pa., No. 47.
Frank J. Fisher, Boswell, RD-2, Pa., No. 64.

(Continued on page 28)

Nittany Seed Potatoes

The new variety developed by Dr. E. L. Nixon in Potter County which is proving to be well adapted to Pennsylvania climate and soils.

A variety selected from over 3,000 seedlings for yielding ability and disease resistance—now out-yielding the Cobbler by 20.4 bushels per acre in extensive tests, and the most resistant variety of degenerative disease tested in Pennsylvania.

"A" Grade — Sized $1\frac{1}{8}$ to $2\frac{1}{2}$ Inches

\$1.00 per bu. f.o.b. Coudersport

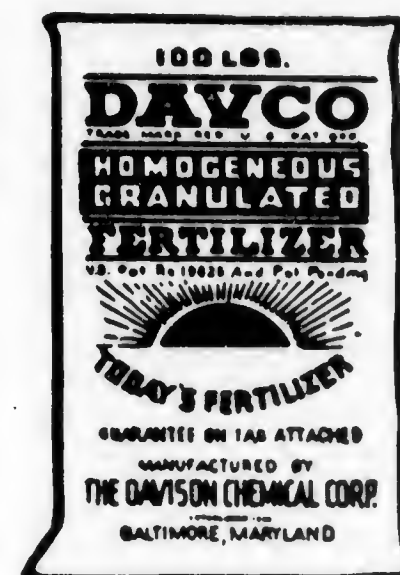
Also—Rural Russets \$1.00 per bu. f.o.b. Coudersport
Spring Delivery

To assure yourself of getting pure Nittany Seed—buy it packed in Pennsylvania Trademarked Association Bags.

Write for Particulars

High Altitude Seed Potato Farms, Ltd.

COUDERSPORT, PENNA.



Easy to Apply

No Waste

No Dust



DAVCO Granulated FERTILIZER

Produces Better Quality—Larger Yields of
POTATOES

Ask Your Agent

THE DAVISON CHEMICAL CORPORATION
BALTIMORE, MD.

Eureka Potato Machines

Make Money for Potato Growers

Eureka Potato Machines take hard work out of potato growing. They reduce time and labor costs. They assure bigger yields.

Potato Cutter
Cuts uniform seed. Operates with both hands free for feeding.

Potato Planter
One man machines doing five operations in one. Over twenty-two years' success.

Traction Sprayer
Insures the crop. Sizes, 4 or 6 rows. 60 to 100 gallon tanks. Many styles of booms.

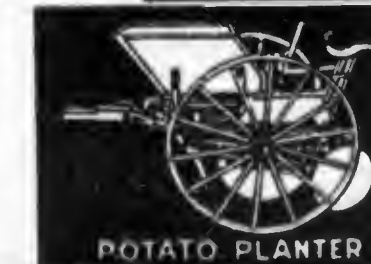


Riding Mulcher

Breaks crusts, mulches soil, and kills weeds when potato crop is young and tender. 8, 10 and 12 ft. sizes. Many other uses, with or without seeding attachment.

Potato Digger

Famous for getting all the potatoes, separating and standing hard use. With or without engine attachment or tractor attachment.



POTATO DIGGER

TRACTION SPRAYER

RIDING MULCHER

Used by many
of the most
successful
growers in
Pennsylvania
and elsewhere.

See our
display at
Harrisburg
Farm Show

BLOCKS
70 and 81

EUREKA MOWER CO. UTICA, N. Y.

LIST OF ASSOCIATION LOCAL POTATO INSPECTORS

(Continued from page 26)

Richard T. Cramer, Somerset, RD-2, Pa., No. 66.

J. S. Lowry, Berlin, Pa., No. 90.

Dwight Griffith, Boswell, RD-1, Pa., No. 92.

E. R. Spory, Boswell, RD-1, Pa., No. 96.

Andrew Pozniski, Jermoe, Pa., No. 97.

Harry Brugh, Rockwood, RD-3, Pa., No. 111.

L. R. Friedline, Boswell, RD-2, Pa., No. 112.

UNION COUNTY

John A. Beck, New Columbia, Pa., No. 105.

VENANGO COUNTY

J. A. Donaldson, Emlenton, RD-1, Pa., No. 22.

Harold Turner, Franklin, RD-3, Pa., No. 32.

Frank H. Turner, Franklin, RD-3, Pa., No. 33.

Gerald F. Fisher, Franklin, RD-2, Pa., No. 54.

(Continued on page 30)

LEADING GROWERS STRONGLY ENDORSE

WASHINGTON

HIGH CALCIUM

Powdered and Pebble SPRAY LIME

Packed in 180 Pound Drums
Net Weight

A Rotary Kiln Product Insuring
Perfect Slacking and Complete
Satisfaction.

Washington Spraying Hydrated
Lime for Dusting Requirements
325 Mesh in 50 Pound Paper
Sacks.

Ask the Growers Who Have
Used Washington; They Are
Easy to Find.

The Standard Lime and Stone Company

First Nat'l Bank Bldg., Baltimore, Md.

N. E. DIETRICK, Sales Rep.

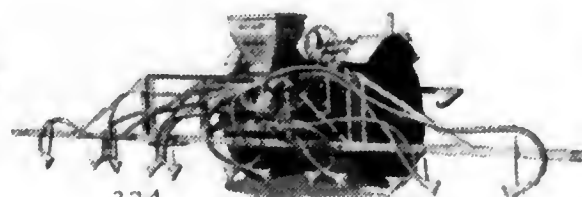
MESSINGER



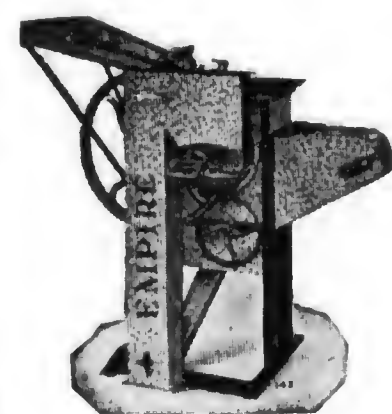
DUSTERS



8 SIZES

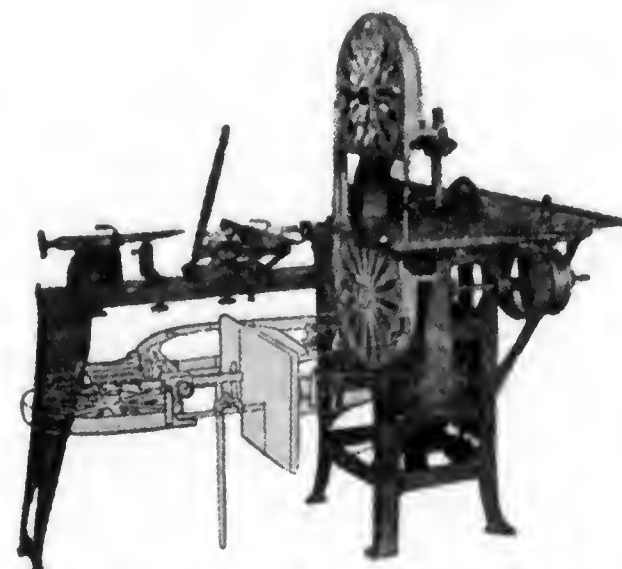


80 MODELS



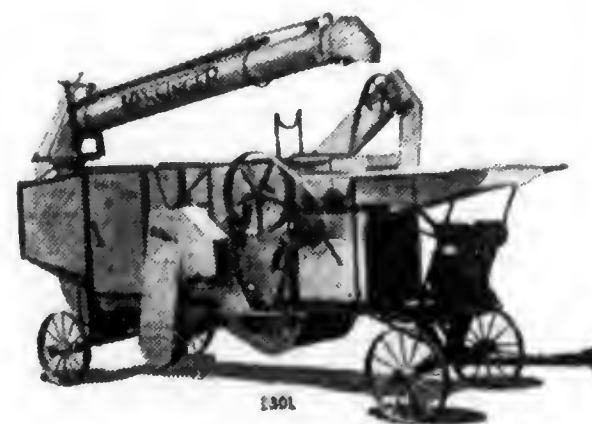
CORN
SHELLERS

3 Sizes



ELECTRIC CARPENTER

Woodworking Machine
7 Machines in One
35 Different Operations

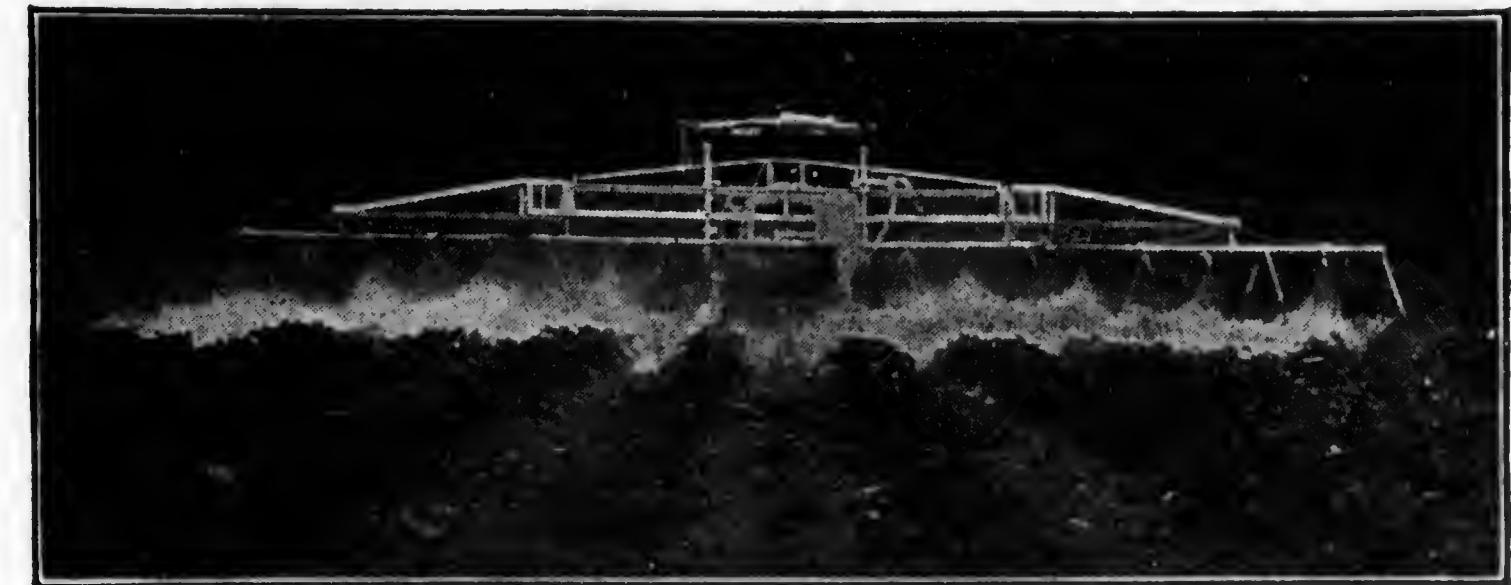


THRESHERS

4 Sizes

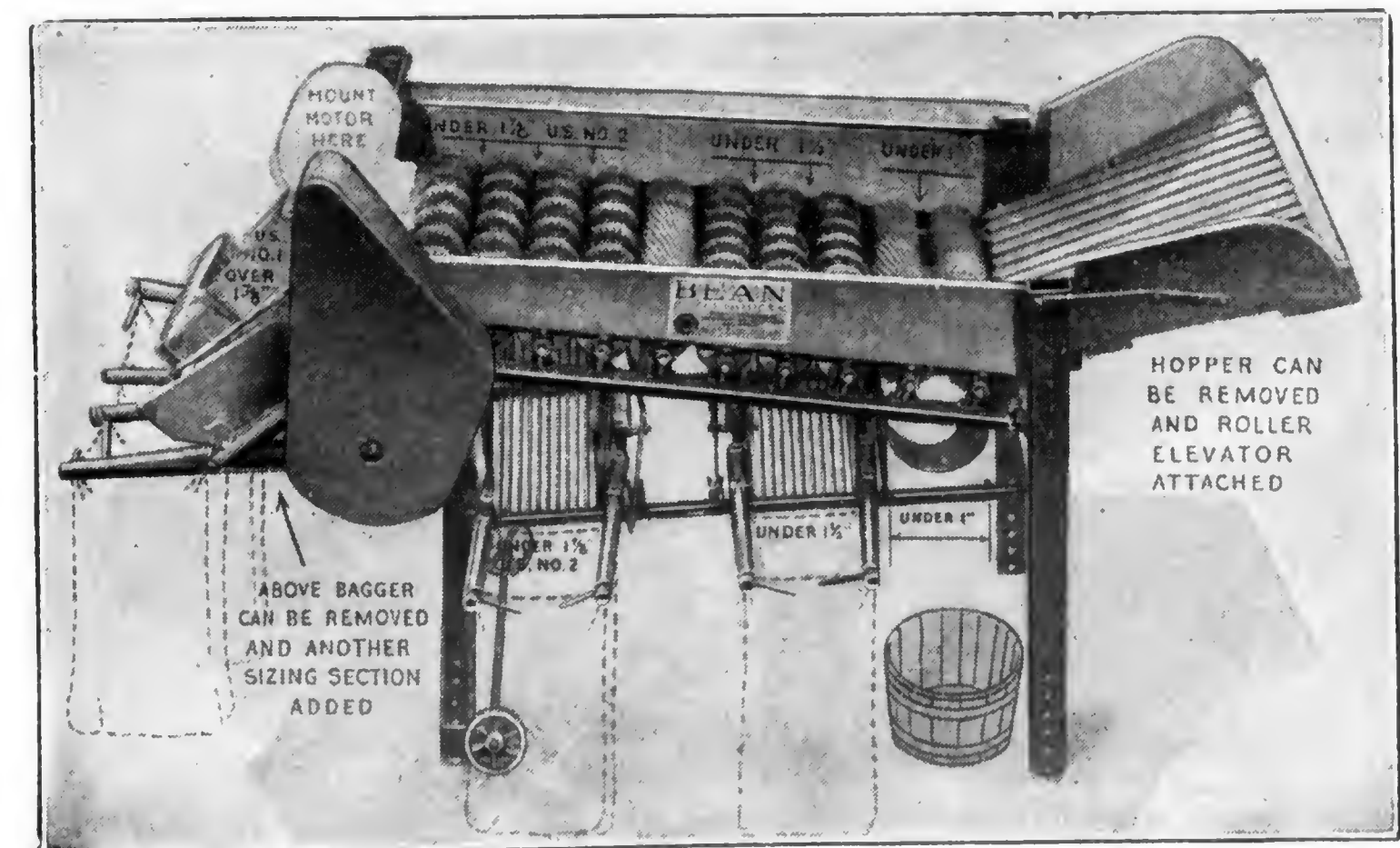
MESSINGER MFG. CO. GP. STREET, TATAMY, PA.

For Foliage Protection in Spraying THE BEAN SPRAYER



More and more growers are standardizing on Bean Sprayers because they want results and because Bean Sprayers are of advanced design, assuring them of the latest and finest in sprayers.

For Accuracy in Grading The Bean Rubber Spool Potato Grader



This Rubber Spool Grader, as you know, not only does a more accurate job of sizing than other methods heretofore used but it cleans nicely, putting the potatoes in much better shape for bagging and selling. It does not bruise or cut potatoes.

SEE US AT THE PENNSYLVANIA FARM SHOW

JOHN BEAN MFG. CO.

LANSING

MICHIGAN

Quality Pennsylvania Potatoes for Pennsylvanians

APPETIZING WAYS TO PREPARE THEM

POTATO SPONGE BREAD

- 4 medium-sized PENNSYLVANIA potatoes
2 tablespoons sugar
1 tablespoon salt
1 cake yeast, dissolved in
 $\frac{1}{2}$ cup lukewarm water
4 quarts bread flour.

Pare and boil the PENNSYLVANIA potatoes and while hot, mash finely and rub through a sieve or colander. Add the sugar, salt and dissolved yeast cake. Stir flour into the mixture, beating well. And more flour to form a soft dough. Turn onto a floured board and knead. Return to bowl, cover and allow to rise overnight. In the morning form into loaves, let rise until light and bake in a moderate oven (350° F.) 45 to 50 minutes.

MASHED POTATOES

- 2 cups hot boiled PENNSYLVANIA potatoes.
1 tablespoon butter, milk or cream to moisten, few grains pepper
 $\frac{1}{2}$ teaspoon salt.
Cook PENNSYLVANIA potatoes un-

til soft, and drain. Shake over flame to dry. Mash entirely free from lumps, add seasoning and hot milk. Beat with a fork or spoon to make them white and fluffy. Heap on a hot dish without smoothing the top.

SCALLOPED HAM AND POTATOES

Cut a slice of raw ham. Cut three-fourths inch thick or thicker, if a larger amount is required. Cover with slices of raw PENNSYLVANIA potatoes, cover with milk and bake until potatoes are well done.

LIST OF ASSOCIATION

LOCAL POTATO INSPECTORS

(Continued from page 28)

- A. J. Donaldson, Emlenton, RD-1, Pa., No. 69.
Ellis N. Kean, Franklin, RD-2, Pa., No. 72.

YORK COUNTY

- Sterling Hoffman, York, RD-1, Pa., No. 83.
C. A. Deihl, New Freedom, RD-2, Pa., No. 95.
Roy Stein, Bridgeton, Pa., No. 114.

TO ALL POTATO GROWERS WE EXTEND GREETINGS
FOR THE NEW YEAR

OUR INTERESTS AND YOUR INTERESTS ARE JOINT INTERESTS

USE POTTER COUNTY FOUNDATION SEED POTATOES

NITTANY — RUSSET RURALS — WHITE SKIN RURALS

**POTTER COUNTY
FOUNDATION SEED POTATO ASSOCIATION**

COUDERSPORT, PA.

DON STEARNS, President

F. E. WAGNER, Secretary

Say neighbor!
try this

AGRICO

it's great stuff!

AGRICO
FOR
POTATOES

AA
QUALITY

THERE IS
A BRAND
FOR EACH
CROP

The FERTILIZER with the EXTRA PLANT FOODS

Agrico is Manufactured only by
The AMERICAN AGRICULTURAL CHEMICAL Co.
BALTIMORE . . . BUFFALO . . . NEW YORK

Meet Us At The Harrisburg Farm Show

No matter whether the price of potatoes next season is up or down, as the result of efforts at crop control, or because of insects, blight, drought, or anything else, it will be advantageous for any potato grower to start right by planting his crop with the

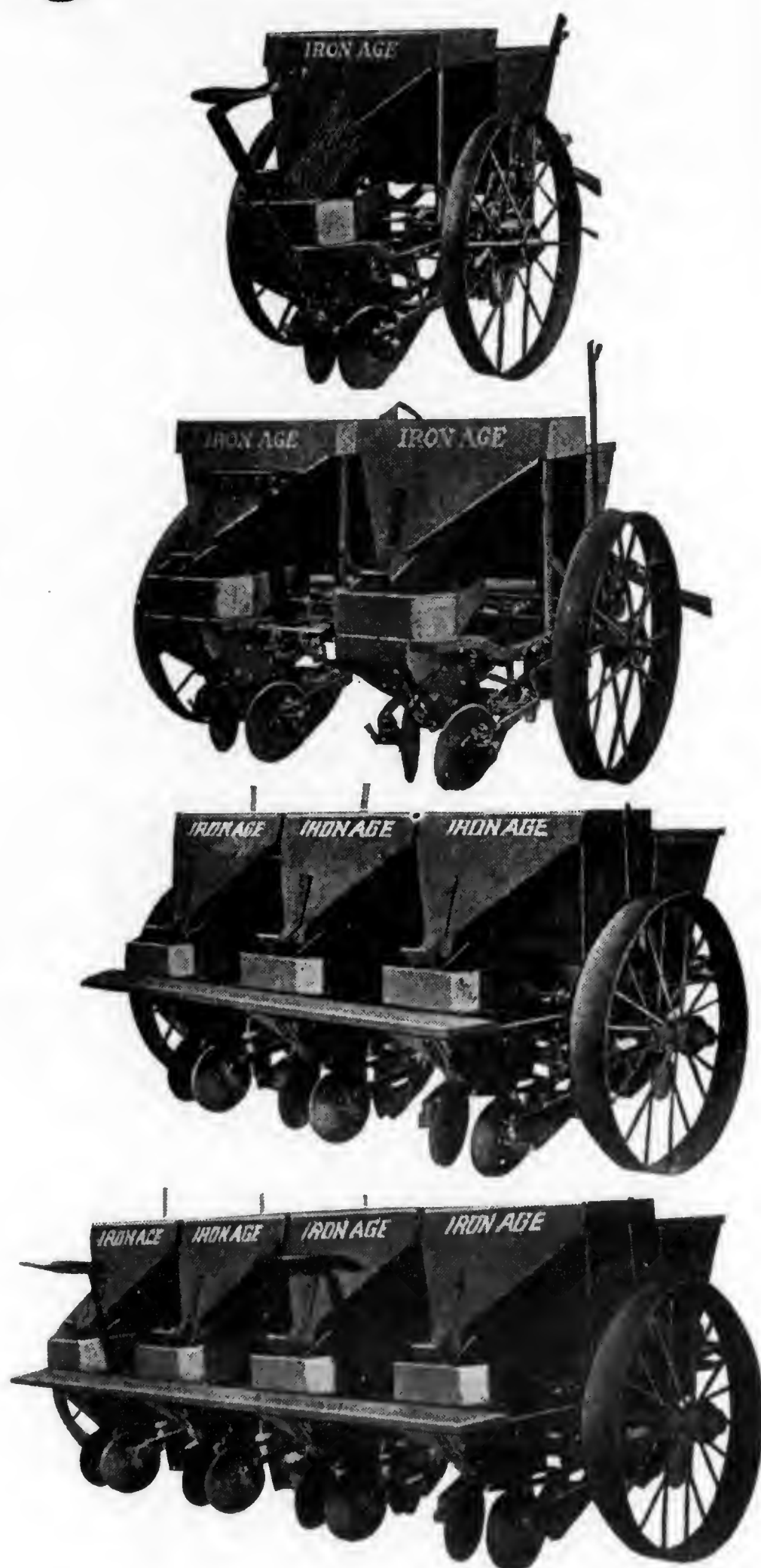
IRON AGE Potato Planter

The Band-way method of fertilizer application is a part of the Iron Age Potato Planter, and extensive tests over a period of years have shown that no other method of fertilizer application produces yields as large. And of course, in the matter of the nearest approach to 100% accuracy and uniformity of spacing, the Iron Age Planter is still in a class by itself.

By the way, have you yet traded in that one-row planter for a two-row Iron Age? Remember, it is one sure way of helping to reduce your production costs next year.

*See your dealer,
or write us for
literature*

A. B. FARQUHAR CO., Limited
BOX 1260. YORK, PENNSYLVANIA.



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SCHOOL OF AGRICULTURE

AND EXPERIMENT STATION
THE PENNSYLVANIA STATE COLLEGE
STATE COLLEGE, PA.

THE GUIDE POST

VOLUME XV

NUMBER 2



FEBRUARY • 1938

PUBLISHED BY THE
PENNSYLVANIA COOPERATIVE
POTATO GROWERS ASSOCIATION
INCORPORATED

Blackened Potatoes Are Potash-Starved

Potatoes that blacken after cooking and come on the table dark and soggy were not grown with enough potash. Housewives object, and particularly in years of large production and careful grading and advertising will purchase only those potatoes which they can be sure will cook up white and mealy. Do not risk the chance of having your crop take a back seat on competitive markets. It costs only a few cents more per bushel to make sure that your potatoes receive enough potash to grow the No. 1 quality that will get all of the profit to be had.

Potatoes remove from the soil more potash than both nitrogen and phosphoric acid combined. A yield of 300 bushels per acre uses 170 pounds of actual potash per acre in addition to what must be supplied to take care of leaching, erosion, and soil fixation. Consult your county agent or experiment station about the fertility of your soil. See your fertilizer dealer or manufacturer about getting the right amount of potash in your potato fertilizer. Write us for additional information and literature on the use of potash.

American Potash
Institute, Inc.

INVESTMENT BUILDING
WASHINGTON, D. C.



The View-Point of the Consumer

by MISS FRANKLIN R. WILSON, Superintendent,
State Industrial Home for Women, Muncy, Pa.

(Editor's Note: In response to dozens of requests, we are presenting here the talk, just as it was given, made by Miss Wilson at the Potato Growers' Merchandising Meeting at Harrisburg).

Mr. Chairman, Dr. Nixon, Ladies and Gentlemen.

First, I want to correct the statement that I am a doctor, as you see on your program. I am not. I am just plain Franklin Wilson, Superintendent of the State Industrial Home for Women of Pennsylvania, stationed at Muncy, or, in other words, the State Prison for Women of the State of Pennsylvania.

No doubt you are wondering why a plain warden would be called upon to appear on a program such as this. But, to set you at ease, I probably was helping to raise potatoes before most of you were born; in fact, I have been in the potato business for many years. I started in picking potato bugs and picking off the leaves that had the eggs on them. Now, if any of you can remember that far back you will know what a nice job that was. When my father was not looking we used a little stick to knock the bugs off into a gallon bucket that we carried, partly filled with kerosene. And we used paris green in those days, put on with a two-gallon spray. Now I am afraid I am divulging my age, but that's how long I have helped to raise potatoes.

Then, when I got my first job as superintendent of a girls' school in Kansas and I went before the Board for them to decide whether or not they would take me on, one of the men insisted upon asking every three minutes if I could raise potatoes, and, not knowing the gentleman and getting my Irish up a little, I said in my emphatic way, "I thought I was going to Beloit to raise girls, not potatoes, but if I am going up there to raise potatoes you may keep your darn old job." This man very quickly replied, "You may have the job. That is just what I wanted to know—whether you are interested more in girls than you are in potatoes." The former Superintendent was a potato expert, they thought, but the first year I was there we raised more potatoes than she had. I am still more interested in girls than I am in potatoes, but I realize I have to have potatoes to help me raise the girls.

I cannot refrain from talking a little about potato raising before I talk about

consumption of potatoes, because I think that is a very important part. If you all have a copy of this little book, "The Principles of Potato Production," by Dr. E. L. Nixon, and if you have read it as much as we have at Muncy you know just what to do about potato raising. If you haven't read it, get the book and read it and reread it. I think from the looks of mine my farmer has sprayed this book. Whether he thought this would help him to raise more potatoes, I cannot say. Anyway, the print is all there and the directions and if you follow the directions from 'kiver to kiver' you will raise potatoes fit for consumption.

We at Muncy think of potatoes twenty-four hours out of the day, seven days of the week, four weeks of the month and, in fact, three hundred sixty-five days out of the year—what you have to do in order to have the proper soil in which to plant your potatoes and the proper cultivation, spraying and harvesting. The more we study this book the better potatoes we grow and that is why in the past four years we have been able to bring home the POTATO from State College when we have Institutional Farmers' Week.

I shall never forget the first lecture that Dr. Nixon gave us. He said we did not pay a damn bit of attention to his talk and we would still go home and do the same old way. We decided at Muncy to show him, and from that time on we have 'brought home the bacon'. I know this is the best book on the production of potatoes that I have ever read and it is written so that any person with common, ordinary horse-sense can understand it.

You will find Selections of Seeds on pages 25 to 34; Care of the Seed on pages 34 and 35; Buying Seed on 36 and 37; Preparation of Seed on pages 36 to 46; Preparation of the Ground on pages 64 to 87; then on page 83 the author says, "I think I speak within bounds when I say that potato specialists can, after having a reasonable amount of experience, make twice as much money as the average farmer does who follows mixed farming." Then the subject of Spraying is on pages 50 to 64; Weeding and Cultivating on pages 96 to 101. Now if you just read that much of this book you have learned a lot about potato raising. Read it and absorb it. Then finish up with pages 110 to 117 on Grading and Packing and Marketing. I, for one,

think if you follow the book carefully you will not have to spend much time in grading. We find it best to handle the potatoes as little as possible, getting them in the dark in the bins where they stay until spring. Our first grading is done when we have to sprout the potatoes. Then we put about one hundred bushels in our cold storage plant and this keeps us in potatoes until the new ones are ready to eat. Potatoes kept this way come out as solid as when they were dug out of the ground.

The day we dig the potatoes is a gala day at the Institution. It is eagerly looked forward to and everyone, with the exception of the cooks, goes to the potato patch. Each teacher has her group and each group has been assigned to a portion of the field. The digger has been at work since early in the morning, so that row after row is ready to be picked. The signal is given, crates are grabbed and the picnic is on. The girls pick in pairs and the pair filling the greatest number of crates wins a prize. There is no stopping until they have caught up with the digger, then they swarm to the sandwich wagon for sandwiches and coffee, which they devour with one eye on the digger so they won't lose out when the machine starts. That is my busy day, and I trudge up and down the field doing a special job of 'superintending', wearing out my shoes and giving my clothing a good coating of extra-fine potato soil. This is one place where I think I have worn out more shoe leather and cloth than any other job on the farm.

Now, about the consumption. We annually consume at the Muncy State Home for Women 1300 to 1400 bushels of potatoes. This is four bushels per person. The average for the county is $3\frac{1}{2}$ bushels per capita. Potato consumption is not compulsory at Muncy. We have a normal, healthy diet for the inmates, with plenty of variety. In the past, before admission to the home, the diet of these women was probably below normal and not conducive to the best health. They knew nothing about what constituted a healthy diet. At the home here at Muncy the menu is prepared for each meal by our dietitian. They eat what is prepared for them or starve. None has starved yet.

We find that potatoes are the backbone of two meals per day or ten or twelve meals per week. This is one vegetable that none of our patients tires of. Though they are women, they have not been erroneously imbued with the idea that potatoes are fattening. As the per

capita consumption as referred to above will indicate.

Our girls prefer potatoes prepared in the following manner: baked, mashed, German-fried, French-fried, escalloped, baked on the half shell; creamed, potato cakes, potato rolls, good old fresh-fried-with-onions, boiled with the jackets on, au gratin, etc. We go to a great deal of trouble in making potatoes tasty. The easiest way to prepare them is boiled with the jackets on or baked. Half of the French fried potatoes put out at the restaurants are not fit to eat. Try to get a good baked potato in the average eating houses such as you get downstairs here. In the average restaurant there is little thought given to the serving of potatoes. They will half mash them and put very little seasoning on them. You should see a dish of mashed potatoes go on our tables!

THE PLACE OF THE POTATO IN THE DIET OF THE NORMAL AND THE SUBNORMAL PERSON

Here are some facts.

- (1) The starch in potatoes is more easily digested than that from any other source.
- (2) It requires only ten minutes to completely digest starch from potatoes.
- (3) You can't get sick by eating potatoes. Fourteen pounds have been known to be eaten by one person in one day. He neither got fat nor sick. A baked potato is the first vegetable given to a patient in a hospital.
- (4) Macaroni is four times more fattening than potatoes. Oatmeal is four times more fattening than potatoes and requires eight times as long to digest. Chocolate cake four times more fattening. Rice three and a half times more fattening and requires twelve times as long to digest. Pie three times more fattening. Doughnuts two times.
- (5) Potatoes in the diet reduce acidity in the body and help to preserve the health.
- (6) A baked potato digests in much less than half the time required for the digestion of a slice of bread.
- (7) Potatoes offset the effect of acid

(Continued on page 12)

Potato Outlook

by D. M. JAMES

The present season has been a nip and tuck contest between growers on one hand holding for higher prices and dealers on the other hand waiting for lower prices. During the past two months, the market has fluctuated very little and the contest at present appears to be a draw. What about the market from now on?

Those who believe the market will sell off, maintain that shipments must increase greatly if the heavy producing States are to unload all their potatoes before Spring. Shipments from Maine, Idaho, Michigan and Minnesota have been well distributed to many small markets so that the largest cities have not been glutted. It is claimed that when all the small markets get loaded up, the market will weaken. On the other hand, there are those who expect the market to strengthen because potatoes are going into consumption more rapidly than usual. During the past month, approximately 19,000 carloads have been shipped to market, compared to 17,000 cars shipped during the same period a year ago, an increase of 12%. The shipments from the entire 1937 crop to the same date last year—an increase of 14%. This means that 11,000 bushels more of the 1937 crop have moved to market by rail than moved from the 1936 crop to this time last year. Truck shipments have probably increased equally. The 1937 late crop was estimated at approximately 335 million bushels compared to an average for the five-year period (1928-1932) of 321 million bushels. If potatoes should continue to move into consumption at a rate of 14% in excess of average until the end of March, there will be fewer potatoes left in growers' hands at that time than there were on April 1st of any of the five (5) years (1928-1932) and only a few million bushels more than there were on hand last April.

The January 1st report of potato stocks on hand, which was released by the U. S. D. A. on January 28th, and appears below, has an important bearing on the future of the marketing season for the 1937 crop. In appraising this report, Pennsylvania growers should not lose sight of the fact that they are located in an acute deficiency area and that the stocks held in the far-western States of Washington and Oregon and in the other western states of Colorado, Idaho, North Dakota,

Wisconsin and Minnesota will of course have some effect on the price level for potatoes sold in Pennsylvania but not nearly as much as if they were within closer freight haul of eastern markets.

So far it has not been a paying proposition to hold potatoes this winter and the possibility that prices will increase sufficiently before Spring to pay to hold late are problematical. The safest way this year, as in most any year, is for the large grower who has proper storage to move a steady and regular supply throughout the season, wherever buying offers seem favorable.

POTATO STOCKS ON JANUARY 1 OVER LAST YEAR

Government Report on Supplies on Hand First of Year Indicate Surplus Over A Year Ago of About 26 Per Cent.

UNDER 5-YEAR AVERAGE

WASHINGTON, D.C., Feb. 4.—Based on reports from potato growers, dealers and buyers in the 37 late and intermediate states to the crop reporting board of the Bureau of Agricultural Economics, merchantable potatoes available for sale, on hand January 1, 1938, are estimated to have been 108,936,000 bushels it was announced by the Department January 28th. This is 26 per cent greater than the 86,238,000 bushels on hand January 1, 1937, but about 1 per cent smaller than the five-year (1932-36) January 1 stocks. In the 18 surplus late states, the January 1 stocks are estimated to have been 101,509,000 bushels compared with 81,263,000 bushels a year ago; in the 12 other late states, 5,613,000 bushels compared with 4,141,000 bushels last year; and in the seven intermediate states, 1,814,000 bushels below average. For the country as a whole, yields averaged 123.1 bushels per acre, the highest since 1924, and the second highest on record. In most sections harvesting proceeded with small loss and the quality of this season's crop is reported to be good.

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THE GUIDE POST

Published monthly by the Pennsylvania
Cooperative Potato Growers, Inc.

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Annual membership fee \$1.00. This includes the Guide Post.

All communications should be addressed to E. B. Bowers, Secretary-Treasurer and General Manager, Bellefonte, Pennsylvania.

PENNSYLVANIA POTATO WEEK

Harrisburg merchants, hotels, restaurants and retail food distributors cooperated in a program of displaying, merchandising and serving Pennsylvania quality potatoes during the recent Farm Show. Supported by the Harrisburg Chamber of Commerce, individuals and agencies interested in promoting Pennsylvania's quality potatoes, this program accomplished many times what was expected of it.

It cut a new pattern or blazed a new trail in the direction of making people conscious of Pennsylvania quality potatoes, modern merchandising and possibilities of close cooperation.

Much credit is due the Hershey Industrial School for their fine cooperation in packing and distributing 10,000 consumer peck packs for the 103 retail food stores during the week.

Likewise, the stores are to be congratulated for their fine window displays, and the Hotels and Restaurants for their enthusiastic support in displaying 500 pos-

ters and placing 10,000 stickers on their menus.

We extend thanks to the following:—
Harrisburg Chamber of Commerce
Harrisburg Merchants, Hotels and
Restaurants

Hershey Industrial School
John Bean Manufacturing Company
Harrisburg Retail Food Distributors

COOPERATING MERCHANTS

Ratcliff & Swartz, 44 North Third Street
Haberdashery
F. W. Woolworth Co., 310 Market Street
Department Store
Henri's Pet Shop, 432 Market Street
Song Birds, Pets
Jacob Miller, Inc., 7 North Market Square
Furniture
Harrisburg Home Appliance Corp., 271
Walnut Street *Home Appliances*
Shell Seed House, 10th and Market Sts.
Garden Seeds and Equipment
Sears, Roebuck & Co., 8 S. Market Square
Department Store
Burch Co., Second and Locust Streets
Home Appliances
Harrisburg Harness & Supply Co., Second and Walnut Streets
Pennsylvania Power & Light Co., 22 Second Street *Home Appliances*
Burns & Co., 20 South Second Street
Furniture

COOPERATING HOTELS AND RESTAURANTS

Harrisburger Hotel, Third and Locust Sts.
Manhattan Restaurant, 317 Market St.
Penn-Harris Hotel, Third and Walnut Sts.
Philadelphia Restaurant, 407 Market St.
Gateway Restaurant, Pennsylvania R. R.
Depot
Martin Cafe, 433 Market St.
Plaza Hotel, 423 Market St.
Governor Hotel, 506 Market St.
Coffee Shop, 440 Market St.
The English Tavern, Inc., 402 Market St.
Pomeroy's, Inc., Fourth and Market Sts.
Bolton Hotel, Second and Strawberry Sts.
F. W. Woolworth Cafeteria, 310 Market
Street.
Columbus Hotel, Third and Walnut Sts.
Stuchells Cafeteria, 210 Walnut St.
DeLite Diner, 329 Walnut Street
Rife Hotel, 325 Walnut St.

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The View-Point of the Grower, Packer and Shipper

by MRS. M. M. KEPLER
Pennsylvania Furnace, Pa.

(Editor's Note: Circumstances made it impossible for Mrs. Kepler to appear on the Wednesday afternoon Merchandising Program of the Potato Growers' Association, at the Farm Show, as expected. However, the Association office was fortunate enough to secure Mrs. Kepler's notes prepared for this talk, and we proudly print them here.)

We potato growers do not, as a rule, have many occasions to make speeches, and I am sure speech-making is not my specialty. But when I was asked to speak on the subject, "What the Pennsylvania Potato Growers' Marketing Program Has Meant to the Grower, Packer and Shipper," I felt that I would be very unappreciative if I would not at least try to make a few remarks.

First, the thought comes to me that any business or enterprise involving a few thousand dollars has a head executive, and is it not strange, that we, up to less than two years ago, were marketing millions of dollars worth of potatoes each year with no marketing head?

So to me, the realization that we now have, for our Pennsylvania Potato Growers, an office directed by a capable head, means that we have overcome one of the greatest problems confronting the grower.

These days we hear a lot about congested traffic on the highways and streets. Let us suppose we did not have officers to direct traffic. Would not many highways and streets be hopelessly blocked? Is it not true that for many years our markets were blocked by potatoes because we had no marketing head—No one directing potato traffic? Load, if you please, the 1937 potato crop on trucks. These trucks would fill a highway from New York City to the Pacific Coast!

Think of our condition in the past; we just turned this traffic loose and let it go. Thank goodness, we now have a Traffic Director for our potatoes. I think that most of you realize what great work our potato Traffic Director has done in the way of so directing potatoes to different markets so as to not have too many potatoes in any one area.

I think you will agree with me that markets congested by too many potatoes have done more to lower the price than any other factor. While I have used the term

"Potato Traffic Director" to illustrate my point, it is hardly fair to Mr. Bower to speak of him only as a director of traffic, because he has been a salesman, commission man and broker all in one. And speaking of potato brokers or commission men, what of them would attempt to market potatoes for one cent a bushel? There are few in the potato market business who would consider selling them for several times that amount.

I am partial to packing potatoes in paper. It is not only neat and clean, but it is also an attractive pack to put on the market. Probably I am partial to the paper pack because I am a woman, but after all, don't most of the potatoes go to women?

PENNSYLVANIA POTATO WEEK

(Continued from page 6)

George's Restaurant, 21 North Fourth St.
Bar B-Q Sandwich Shop, 22 North Fourth Street
Domestic Science Kitchen, 206 Walnut St.
Davenport Lunch, 31 North Second St.
Davenport Lunch, 325 Market St.
Davenport Lunch, Pennsylvania R. R. Plaza
Harrisburg Restaurant, 26 North Second Street
Farm Show Cafeteria, Farm Show Bldg.
Armento Cafe, 215 Walnut St.
Alva Restaurant, 19 South Fourth St.
G. C. Murphy Co., 215 Market St.
S. S. Kresge Co., 326 Market St.
Senate Cafe, 126 Market St.
Park Cafeteria, Third and Pine Sts.
Russ Hotel, Fourth and Market Sts.
Capitol Cafeteria, State Capitol

COOPERATING RETAIL FOOD DISTRIBUTORS

American Stores Company, (39 Stores)
A. & P. Tea Company, (44 Stores)
Frank Bloom, 1341 North Second St.
Economy Market, Sixth and Cumberland
Economy Market, Nineteenth and Paxton Streets

(Continued on page 15)

POTATO CHIPS

The 1938 Farm Show has passed and again we can say "Bigger and better than ever." The Show has unquestionably outgrown the present building. The erection of a new arena will help to alleviate the over-crowded conditions, if the old arena is turned into floor space, as it probably will be. Some have suggested one-way traffic in some of the aisles. It was nearly impossible to move in any direction in many of the aisles during the height of the show and likewise impossible to secure a seat in the meeting rooms. An attendance of over half a million at a 5-day agricultural show is quite a sizable crowd in any language. Undoubtedly the Farm Show Commission will make adequate provisions for handling the increased crowds another year.

Anyone knowing of a good ventriloquist who can give a Charlie McCarthy act for ten bucks is requested to get in touch with L. T. Denniston of Potato Interests immediately.

Writing in the Market Growers Journal, J. T. Kangas states that experimental stations in many of the leading potato states are working on tests to determine what kind of potatoes the consumer wants and why. Experiments to determine the chemical composition of potatoes which in cooking become blackened, soggy, mealy or break up, have not been too successful. As to influence of soil on the tubers, acidity, moisture, nitrogen and potash have been shown to have some effect on quality. Potatoes grown in low pH tend to break up less in boiling than those grown in high pH soils. So when we find why people buy potatoes the way they do and how to make sure of growing such potatoes, an important part of the marketing problem will be solved.

Ed. Fisher reports that it took 35,000 specially selected tubers to supply the baked potato booth at the Farm Show this year, about a third more than last year. More would have been sold if the ovens could have turned them out faster. No one knows how much good this booth in boosting the greater use of potatoes, but anyone can guess that the good effect must be tremendous.

One of the high lights of the Farm Show was the christening of the new Pennigan variety by President Hetzel of State College. This introduction is one of the new seedlings produced by Dr. E. L. Nixon, a cross between the McCormick and the Russet. Early tests have shown it to be an attractive white-skinned variety of high yield and quite disease resistant. Time alone will tell whether it will be THE new Pennsylvania variety.

Barnett and Fisher of Coudersport placed first in the commercial class in both the Russets and white-skins. That virgin soil in Potter County plus good potato mentality and energy was responsible for the production of these crops, as fine as were ever produced in the State.

A very commendable job was accomplished by Poole and Denny during Farm Show week which was observed as potato week in the Harrisburg area. Practically every restaurant and hotel in the city served Pennsylvania Blue Label potatoes exclusively and every grocery store (both chain and independent) handled Blue pecks to the extent of 8,000 for the week. The consumer response to the package was excellent, so much in fact, that the supply of many stores was quickly depleted. The fact that 8,000 pecks of Pennsylvania potatoes were sold in the Harrisburg area in a week, in itself is not significant. The fact that consumers will use many more Pennsylvania potatoes than they have ever used, if they can get them carefully graded and attractively packaged IS significant, however.

Evan Lewis of Somerset County reports that growers in his section who sold through the Association have received returns from 15 to 25c a hundred more than those who sold to outside buyers. Much the same story can be told in Lancaster and in other counties.

Will not soon forget the address delivered by Fred Johnson at the marketing session of the Farm Show. His vivid presentation of the drama of the or-

(Continued on page 14)

Potatoes Reign At Farm Show

(Reprinted from the Centre Democrat)

One of the busiest of the scores of busy booths at the State Farm Show in Harrisburg recently was the one conducted by the Pennsylvania Cooperative Potato Growers Association, Inc. Day after day and night after night large crowds of visitors gathered around the booth, struggling to win a position inside the circle of humanity.

The prizes all of them were after, and ones well worth waiting for, were nothing

Farm Show potatoes must be different, even if Ebon B. Bower, of Bellefonte, secretary treasurer and general manager of the Potato Growers' Association says they're not. How else can you account for the fact that during Farm Show week the booth sold a total of 30,773 potatoes at 5 cents each?

Anyone who has ever picked a potato bug from a plant that didn't look worth the bug's effort will tell you that 30,773 potatoes is a lot of Murphys. Put up in



Properly Publicizing Pennsylvania Potatoes!

more than baked potatoes, for which they were more than glad to pay 5 cents each.

A baked potato is not to be sneezed at on anyone's table, but there's something fantastic in the idea of handing them out at a nickel each, the same as a bar of candy or a package of chewing gum, particularly when most of the buyers are right from the farms on which potatoes are an everyday item of food.

bushel lots, it would require 340 measures to hold them. They would weigh 20,400 pounds, and when sold at 5 cents each would bring \$1,538.65.

When you bought a potato at the booth, one of the 13 persons who were employed cooking and serving them just didn't give you a hot baked potato and take your money. No sir! They put it on a paper

(Continued on page 12)

OVER THE PICKING TABLE

by INSPECTOR THROWOUT

Your employer knows how good you are without your telling him. Say it with work.

★ ★ ★

Two can fliv as cheap as one.

★ ★ ★

A penny goes for paper,

A nickle goes for smoke,

A dime just goes where nobody knows;

And that's why I go broke.

A quarter goes for the movies,

A half—it goes for a spree;

Each dollar I get goes to pay a debt—

And never comes back to me.

★ ★ ★

How is this for a "Dead language"?

"Take this seat."

"What'll you have?"

"Here's your number."

"Yes; Two good seats left."

"Madge, does my petticoat show?"

"Thanks for the tip, sir."

"Police capture burglar."

"Take a souvenir home."

"Fried oysters free."

"Help yourself."

"I beg your pardon."

"Have one on me."

"Well, have two on me."

★ ★ ★

Some men are too stingy to buy the good wife a wash tub, and she is compelled to use a wheel-barrow for the family washing.

★ ★ ★

If you cannot see the bright side of a thing, polish the dull one.

★ ★ ★

The dapper little flapper

is a naughty little scrapper,

And takes advice from no one, if you please.

She rolls down her little socks and bobs her curly locks

And looks the best whenever there's a breeze.

Grandma — "People don't seem to marry as young as they did when I was a girl."

Grandflapper—"No, old dear, but they do it oftener."

★ ★ ★

There are millions like the fox who despise the heights to which they cannot rise.

★ ★ ★

It requires less time and costs less to prevent an accident than to report one.

★ ★ ★

Rules for success.:

Have a definite aim.

Go straight for it.

Master all details.

Always know more than you are expected to know.

Remember that difficulties are only made to overcome.

Preserve, by all means in your power, "a sound mind in a sound body."

★ ★ ★

A pretty good firm is Watch and Waite,
And another is Attit, Early and Layte;
And still another is Doo and Dai-ret;
And one of the best is Grinn and Bar-rett.

★ ★ ★

No woman can resist thinking she would have been a success as an actress.

★ ★ ★

Our sins find us out—and sometimes they find us in—wrong.

★ ★ ★

Some potato growers find it a long climb to get on the job.

★ ★ ★

It is just as well to remember that the boss himself used to punch a time-card.

★ ★ ★

Why is it lazy people are always the ones who hand us free advice?

(Continued on page 11)

Quality Pennsylvania Potatoes for Pennsylvanians

Appetizing Ways to Prepare Them

POTATOES ON THE HALF SHELL

Select medium sized PENNSYLVANIA potatoes; scrub and bake in a hot oven at 450° F. for 30 to 45 minutes, or until tender. Cut in half lengthwise. Scoop out the inside, being careful not to break the shell, mash very thoroughly. Add butter, salt, pepper and milk and beat well. Pile the mixture lightly back into the shells. Do not smooth down the tops. Stand the filled shells in a shallow pan, return to the oven and brown lightly on top. Sprinkle the top with paprika or grated cheese before returning to the hot oven to brown.

ROAST POTATOES:

Select smooth, medium size PENNSYLVANIA potatoes, scrape, pare and remove eyes. Place them in baking pan with the roast, allow one hour and a quarter for their cooking. Turn several times and baste with the gravy from the roast. Serve them arranged around the meat on the platter. If you wish to shorten the cooking time, parboil the potatoes for 15 minutes before putting them into the roasting pan, and allow 45 minutes for roasting.

KARTOFFELL KLOSSE

(Potato Croquettes)

9 medium sized PENNSYLVANIA potatoes
3 eggs, well beaten
1 cup flour
2/3 cup bread crumbs
1/2 teaspoon nutmeg
1 teaspoon salt
1/2 pound butter
1/2 cup bread crumbs
1 teaspoon chopped onion

Boil the potatoes in their jackets until soft, remove the skins and put the potatoes through a ricer. Spread on a towel for a few minutes to remove moisture, then put them in a bowl and add the salt. Add the eggs, flour, 2/3 cup bread crumbs and nutmeg. Mix thoroughly. Form mixture into dry balls (if mixture is too moist add more bread crumbs). Drop the balls into boiling salt water. When balls come to the surface,

allow them to boil for three minutes. Remove one from liquid and cut open; if center is dry, they are sufficiently cooked. Remove balls from liquid and pour over them a dressing made as follows: Brown the butter in a skillet, add the 1/2 cup of bread crumbs and onion and cook for several minutes.

OLD FASHIONED POTATO SOUP

8 PENNSYLVANIA potatoes, cubed
1 quart of milk
1 teaspoon butter
Salt and pepper
1 egg, well beaten
1/2 cup flour
1/4 cup milk

Boil the potatoes until soft. Drain off all the water. Add the milk and heat thoroughly, season to taste. Work the butter into the flour and then add the egg and 1/4 cup of milk, using only enough milk to make mixture thin enough to drop into the hot milk. Drop by teaspoonfuls into the hot milk. Cover the saucepan and cook about ten minutes. Serve at once.

OVER THE PICKING TABLE

(Continued from page 10)

In battle or business—whatever the game,
In law or in love, it is ever the same;
In the struggle for power or scramble for pelf,
Let this be your motto: 'Rely on yourself,'
For whatever the prize be it ribbon or throne,
The victor is he who can go it alone.

★ ★ ★

WHO AM I?

I am more powerful than the combined armies of the world.

I am more deadly than bullets, and I have wrecked more homes than the mightiest of siege guns.

I steal in the United States alone over
(Continued on page 18)

THE VIEW-POINT OF THE CONSUMER

(Continued from page 4)

forming foods such as meats, eggs and cereals.

- (8) Potatoes are cheap. They will go farther in satisfying the hunger of a family than any other food at less cost and with no ill effects. On the whole, the digestibility of the potato is less easily spoiled by careless or ignorant cooks than are most other food-stuffs.

- (9) True, the potato is the greatest public servant in the world.

There are two things needed, first, more facts to the consumer as to the importance of the potato in our everyday diet. Second, stimulate cooks and chefs to serving potatoes in a more attractive and appetizing manner—not the easiest way but the way the public likes them best. Nothing lends itself better to getting this information to the housewife than the consumer package put out through the Potato Growers' Association and through the food distributors who, I understand, have tendered their services to this worthy cause. Let us all get behind the general movement of improving our potato industry through better marketing methods and education in better serving and the place of the potato in our every day diet—not necessarily for the purpose of consuming more potatoes per capita (to the expense of some other food) but because of the fact that the potato is a real health building food and will go farther at even one dollar per bushel in feeding a hungry family than any other food that can be purchased.

True, as Doctor Nixon in his book says, "The potato is the greatest public servant in the world."

Doctor Kellogg says, "A change in the national bill-of-fare would do more toward correcting a great national evil, a plague that is carrying off annually 300,000 of our finest citizens, bankers, lawyers, doctors, teachers and statesmen in the excessive use of acid-ash foods, than anything else that could be done. Less bread and cereals, less meat and eggs and more potatoes is the simple program called for. The potato is one of the most highly alkaline of foods.

It is highly important that the public should be informed respecting the supreme dietetic value of the potato and instructed in its use. Every adult should eat at least one pound of potatoes daily.

There is no other single article of food capable of doing so much for the promotion of the health, longevity and prosperity of the American people as the potato. Truly, the potato is the greatest public servant in the world.

We ought not to be asked to eat more just to help dispose of the surplus of anything. We cannot afford to "Eat more meat" to save the livestock industry, to our personal injury through chronic acidosis and high blood pressure and possibly Bright's disease and apoplexy. We serve meat four times a week at Muncy. Neither can we afford to seek temporary relief in the use of tea or coffee, cold drinks, cigarettes, cigars, beer, wine, whiskey and tonic drugs only to find the troubles exaggerated when the transient relief has passed.

More potatoes, greens and milk, and less meat and cereals, is the diet formula which up-to-date scientific research in nutrition laboratories prescribes for Americans who wish to live long and well. Truly, the potato is the greatest public servant in the world.

Paraphrasing Robert Burns:

Some hae meat and canna eat
Some can eat but hae no meat
But we hae potatoes and we can eat
And so the Lord be thankit.

POTATOES REIGN AT FARM SHOW

(Continued from page 9)

plate, split its hide and put a big chunk of creamery butter inside. During the week a total of 810 pounds of butter, costing \$324.00 went this way. Then, too, salt cellars were provided, and Farm Show potato eaters consumed 105 pounds of this important accessory to satisfactory potato preparation. While we personally never favored the use of pepper on baked potatoes, it is only fair to mention that persons who do like pepper on them used 23 pounds of it at the booth.

The booth itself is nothing to write home about. It is only 10 by 20 feet in size, and most of the space is taken up by three gas baking ovens which were on continuously during the show. At one end was a refrigerator where the butter was kept trim and fresh. The thirteen employees filled the space between this equipment and the counter, where during one day just 15 persons less than 9,000 bought themselves a baked potato.

(Continued on page 14)

A Comparison

Charles Steinmetz, the electrical wizard once said, "Cooperation is not a sentiment, it is an economic necessity." Why is cooperation an economic necessity? What are farmers able to accomplish through cooperative effort which they are not able to do individually? In other words, what is cooperation able to do and what does it fail to do?

A CO-OP CAN

1. A co-op can assemble large quantities of farm products thereby giving the growers better bargaining power.
2. A co-op can raise the price level by decreasing distressed sales which undermine the market.
3. A co-op can standardize its products, thereby alleviating market depressions from off-grade produce.
4. A co-op can increase consumer demand through the advertising and delivery of well-graded, attractively packaged products.
5. A co-op can generally pay a higher average than MOST individuals can get—through orderly marketing.
6. A co-op can prevent over-production from unduly depressing the price level by increasing demand through orderly marketing.
7. A co-op can diminish the marketing steps between producer and consumer by assuming marketing functions which the individual is unable to do.

A CO-OP CANNOT

1. But a co-op cannot maintain a large and regular supply when *all* the growers wish to sell *only* on the highest market.
2. But a co-op cannot arbitrarily fix prices since the real price-level is largely determined by supply and demand.
3. But a co-op cannot prevent the raising of all the off-grade products.
4. A co-op cannot maintain consumer demand for its product unless the integrity of the grade of its product is rigidly maintained.
5. But a co-op cannot always pay its members more than EVERY individual producer may receive.
6. But a co-op cannot prevent occasional overproduction.
7. But a co-op cannot eliminate the necessary middleman.


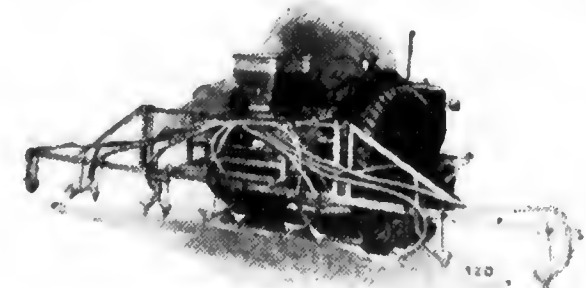

DAYS OF FEBRUARY

Like silhouettes in the dry-point etched
Against the winter sky,
The giant trees stand, bare arms out-
stretched,
Upon the hilltops high—
Beseeching for their nakedness
Warm coverings—and so,
Heaven's keeper, seeing their distress
Sends blankets down of snow.

NEWS

The unusual is news—trouble is unusual—the world is better off than the front page of the average newspaper would indicate.

MESSINGER

DUSTERS ^{8 SIZES}_{80 MODELS}—THRESHERS 4 SIZES—CORN SHELLERS 3 SIZES

MESSINGER MFG. CO., TATAMY, PA., U.S.A. EST. 1857

POTATO CHIPS

(Continued from page 8)

phans of the grocery stores—our unlabeled spuds—was all too true. And, as he also pointed out, when we learn to take pride in our tubers, pack 'em properly and put our names on them, then will we begin to go places in marketing Pennsylvania potatoes.

The fact that only half a dozen sacks out of half a hundred entered in the Commercial class failed to grade U. S. No. 1 shows how much the potato industry has improved its market pack. This Commercial class promises to increase rapidly from year to year as grower interest in it is keen. It has been suggested that next year this competition be split up into a greater number of varietal classifications rather than just Russets and White Skins.

What do outstanding public men say about the farmer's cooperative movement? Here are a few comments which are typical. "Speaking as a banker, I do not hesitate to say that I think bankers should encourage and aid in the cooperative marketing movement"—Otto Kahn, New York Banker. "The farmer has been advised to death. What he needs is not advice but cooperation."—Carl Gray, president of the Union Pacific Railroad. "The most distinct and significant movement in American agriculture in this decade is the almost universal trend toward cooperation in the marketing and distribution of farm products."—W. M. Jardine, former Secretary of Agriculture. "If our farming is to be recognized and put on a modern footing, it must have a better marketing system. The system should be in control of the producers, who are now subject to highly organized devices of big business. Agriculture must also set up selling machinery equal to that of other businesses."—Senator Arthur Capper. "The individual seller has about as much chance against the organized buyer as a dog with wax legs has of catching an asbestos cat in hell."—Oliver J. Sands, President of the American National Bank, Richmond, Va.

"BILL SHAKESPUD"

ASSOCIATION MEMBERS!
PATRONIZE YOUR ADVERTISERS

POTATOES REIGN AT FARM SHOW

(Continued from page 12)

Under pressure Mr. Bower did admit that there is one difference between the potatoes sold at the Farm Show and the ones you buy at the grocery.

"Suppose," he said, "you walked up to the counter, paid five cents, and got a 6-ounce potato while the man next to you got a 12-ounce potato for the same money. How would you feel?" Well, for that matter, how would you feel?

To eliminate arguments over the relative size of baked potatoes sold, Mr. Bower explained that spuds selected for the booth are carefully picked, so that all are about the same size. "We try to get a 7-ounce potato," Bower said. In order to do this the Association often has to pay a premium price, for a tremendous pile of potatoes has to be gone through to find 340 bushels of 7-ounce ones.

Potatoes reigned in more than one place in Harrisburg during Farm Show week, Mr. Bower reported. The Association held a banquet at the 5th Street Methodist church, Harrisburg, on January 18, and like the postman who goes for a walk on his day off, potato growers at their big annual banquet at potatoes. There were 300 potato lovers at the banquet and among them they managed to eat a total of 420 pounds of potatoes, which is mighty near a pound and a half per person. Reduced into other terms, the banqueters ate a total of 7 bushels. R. U. Blasingame, head of the Department of Agricultural Engineering at the Pennsylvania State College, was toastmaster, while the principal speaker at the banquet was Dr. Ralph D. Hetzel, president of Penn State. We're taking a guess that the subject of Dr. Hetzel's talk was "Potatoes."

Earlier in the day the Association held their annual meeting, in connection with the Farm Show program. Officers elected for the ensuing year were: Walter S. Bishop, of Doylestown, president; J. A. Donaldson, of Venango County, vice president, and Ebon B. Bower, of Bellefonte, secretary, treasurer and general manager.

Directors elected for the year were: Walter S. Bishop, Doylestown, Bucks County; P. Daniel Frantz, Coplay, Lehigh County; L. O. Thompson, New Freedom, York County; Robert Wigdon, Pennsylvania Furnace, Huntingdon County; John B. Schrack, Loganton, Clinton County; Edward Fisher, Coudersport, Potter County; Evan D. Lewis, Johnstown, Cambria County; J. A. Donaldson, Emlenton, Venango County, and J. C. McClurg, Geneva, Crawford County.

A. WARD OVERDORF

The Association regrets the passing of one of its worthiest members, A. Ward Overdorf, of Brush Valley Township, Indiana County, Penna., who died January 21st, in his fifty-fourth year, of heart trouble.

Mr. Overdorf was President of the Indiana County Potato Growers' Association and one of the first and best commercial growers in his county.

He was a great supporter of his church, the schools, and his community, and was beloved by all who knew him.

The membership joins together in extending its sympathy to his family and friends.

PENNSYLVANIA POTATO WEEK

(Continued from page 7)

Sanitary Market, 1220 North Third St.
Giant Food Fair, (3 Stores)

Gross Food Service, 1915 Market St.,
Camp Hill

(Continued on page 16)

Fruit Growers!

Now is the Time to
Purchase

Spray Lime

For Dormant and Emergency
Sprays—

Micro-Mesh and Superfine
Spray Hydrate, 325 Mesh
Both Aristocrats in the
Spray field

Take Advantage of Price and
Service on Agricultural Lime of
all kinds—Now being shipped on
April 15th dating.



WHITEROCK QUARRIES
Bellefonte, Penna.

Certified SEED POTATOES

Digging results show that second year Cobblers are unprofitable for planting. Maine stock, selected from the most vigorous fields, rogued in addition to certification requirements, is priced to permit planting only new seed.



Maine: IRISH COBBLERS
GREEN MOUNTAINS
Michigan: RURAL RUSSETS
GREEN MOUNTAINS

Michigan Certified crop, due to curtailed acreage, is short of usual shipping tonnage. Hundreds of Pennsylvania demonstrations have proven this source unexcelled for ability to yield.

Stored in specially constructed potato storages—graded at time of shipment to meet the requirements of leading Pennsylvania growers—sacked in new branded bags—shipped direct from producing section to your destination. Write, wire, or telephone for prices.

"Every Bag Must Be Right"

Dougherty Seed Growers

WILLIAMSPORT, PENNA.

On Fertilizer

Thrifty Potato Growers of Pennsylvania know that there is no money except in producing quality Potatoes—the kind that grades high and brings top prices. What a difference there is between a fully matured, well-filled out Potato with the extra one or two ounces on each spud that brings an increased yield of 25 to 40 bushels per acre, and the poor, stunted second grade kind produced by poorly balanced fertilizers.

And now comes along a fertilizer in Granulated form which is actually proving to Pennsylvania Potato Growers that it can produce the extra quality Potatoes—more uniform tubers—true to type—that show the effects of even feeding whole Potato crop, increased yields of No. 1's with the extra profit are the result.

But you will prefer to hear from some of the Pennsylvania growers themselves who have used this Granulated Fertilizer. Everyone in the Potato game knows Stehman and Housman at Manheim, Lancaster County, Pennsylvania. They plant a large acreage of Irish Cobbler and other early varieties and are exceptionally careful graders and growers of the highest quality spuds. In their use of Granulated on eighteen acres of Cobbler, they say they were well satisfied because it was so easy to apply; that it flowed so evenly through their fertilizer distributors and in fact, they would be completely satisfied to use Granulated even though it should produce only the same yield as powdered goods, because of the convenience in handling it. To use their own words about the actual results:—

"We are well satisfied with our first trial of Granulated Fertilizer. The yield of Potatoes was better than where we used powdered goods and the quality was O.K."

And here is still another report from one of Pennsylvania's leading general farmers who has made a close study of fertilizer during his many years of successful farming at Landisville, Pennsylvania—Phares R. Nissley. What he says is typical of many other reports. What he says is of interest to every Potato Grower in Pennsylvania at this time when there are so many opportunities for Potato Growers to cash in on good home markets with well graded quality potatoes.

"I used Granulated 4-8-7 and powdered 4-8-7 side by side on an eight acre plot of Potatoes. The Granu-

lated yielded me 40 bushels more Potatoes per acre than the old style, dusty fertilizer and much more than paid for the slight increase in the cost of the Granulated Fertilizer. The treatment, time of planting, spraying, etc. was the same for both parts of the field."

Those growers who have already used this new Granulated Fertilizer have given it the hardest kind of trial and are convinced it is the greatest improvement ever made in a Potato Fertilizer. It suits the thrifty Pennsylvania farmers to a T because it is so much less wasteful than the old style, dusty fertilizer that blows away and smells the clothing and hair. There is no dust in Granulated; so that it is not necessary for a farmer to lose valuable time waiting for the wind to die down before using it as he so often has to do with the old dusty fertilizer.

Experiment Station evidence shows that this Granulated Fertilizer outyields the old style powdered material by as much as 40 bushels to the acre and here are some of the reasons:—

In the most careful trials, Granulated is proving its regular, uniform solubility for the growing period of the Potato. The plantfoods in Granulated are soluble early and late, resulting in quicker maturing Potatoes that top the market. This new Granulated type of Fertilizer is always free flowing, stays in perfect mechanical condition so that it can be applied through fertilizer distributors evenly and with much less waste than the powdered type.

Potato growers in many other states besides Pennsylvania have adopted Granulated as their Fertilizer because yield and quality cannot be denied—they fill the pocketbook and justify the adoption of this highly improved type of plantfood—**GRANULATED FERTILIZER.**

PENNSYLVANIA POTATO WEEK

(Continued from page 15)

M. Marcus, 2030 North Seventh St.
S. S. Pomeroy, 32 North Second St.
Walters Grocery Co., 307 Bridge St., New Cumberland
Wayne R. Weigle, Fourth and Pepper Sts.
Weis Pure Food Company, (7 Stores)
J. W. Wright, 214 South Third St., New Cumberland

THE BABCOCK HI-BAR WEED HOG

Deep working, spiral shaped teeth dig like a plow, creating the **PERFECT SEED BED** potato growers must have. Plowed under cover is shredded and strewn **THROUGH** the plowed depth. Makes a perfect moisture reservoir.

ERADICATES QUACK GRASS

and other weed pests

A completely **FLEXIBLE** tillage tool with extra high frame and under slung tooth bars. Gives greater clearance, freedom from clogging; a fast worker that lowers field costs.

ONLY BABCOCK MAKES
THE WEED HOG

Babcock Control HD Spring
Tooth Harrow

Also Babcock raised frame **SPECIAL**
Spring Harrow

Ask for Folder WH-8

DUANE H. NASH
District Representative
Haddonfield, New Jersey



Boggs

The "Standard" Potato and Onion Grader

Not only "STANDARD" but "Superior" in Economy, Accuracy, Speed, and Adaptability.

More Boggs Graders in use than all other makes combined—there must be a reason. Send for our new circular and price list.

BOGGS MFG. CORP.

Atlanta, N. Y.

OVER THE PICKING TABLE

(Continued from page 11)

\$300,000,000 each year.

I spare no one, and find my victims among the rich and poor alike, the young and old, the strong and the weak.

I massacre thousands upon thousands of wage earners in a year.

I lurk in unseen places, and do most of my work silently. You are warned against me but you heed not.

I am relentless. I am everywhere; in the home, on the street, in the factory, at railroad crossings, and on the sea.

I bring sickness, degredation and death, and yet few seek to avoid me.

I destroy, crush and maim; I give nothing but take all.

I am your worst enemy.

I AM CARELESSNESS.

* * *

GEORGE WASHINGTON

and

ABRAHAM LINCOLN

In word—courteous, honest, simple and to the point. In deed—considerate, courageous, persevering and practical. Many of their sayings reflect their great wisdom and sterling character.

WASHINGTON

"I hate deception even when the imagination only is concerned."

"I do not recollect that in the course of my life I have forfeited my word or broken a promise made to anyone."

"I never say anything of a man that I have the smallest scruples of saying to him."

* * *

LINCOLN

"I do not think much of a man who is not wiser today than he was yesterday."

"I shall try to correct error when shown to be in error and shall adopt new views so fast as they shall appear to be true views."

"The struggle for today is not altogether for today, but also for a vast future."

POTATO STOCKS ON JANUARY 1
OVER LAST YEAR

(Continued from page 5)

els compared with 834,000 bushels on January 1, 1937.

Growing conditions during the 1937 season were unusually favorable in most sections of the country and resulted in a high yield per acre on an acreage slightly

POTATO STOCKS ON JANUARY 1
OVER LAST YEAR

(Continued from page 5)

Potatoes fed to livestock, and those lost through shrinkage, decay and culling prior to January 1, 1938, amounted to 29,827,000 bushels, or 8 per cent of the production in the 37 late and intermediate states. Last season 19,280,000 bushels, or 6 per cent of production, had been disposed of in this manner by January 1. During the 1936-37 season, however, the relatively high prices resulted in unusually heavy sales of low-grade potatoes, ordinarily considered unmerchantable. Potatoes saved for food on farms where grown amounted to 52,804,000 bushels from the 1937 crop compared with 42,741,000 bushels from the 1936 crop; the quantity saved for seed for planting on farms where grown totaled 31,486,000 bushels this season compared with 30,611,000 bushels last season.

Potato prices have been relatively low since June, 1937. This unfavorable price situation caused growers to hold a larger percentage of their merchantable potatoes on January 1, 1938, than was the case last season. With production in the 37 late and intermediate states amounting to 325,717,000 bushels in 1937, a total of 97,651 cars had been shipped by rail and boat through January 1, 1938. Last year the crop in these states was rather small—305,888,000 bushels—but despite this small crop, 98,455 cars were shipped through January 2, 1937.

The 108,936,000 bushels of merchantable potatoes held by growers and local dealers and buyers on January 1, 1938 include quantities which are to be diverted from normal market channels under government programs. These programs include purchases for relief distribution and payments for merchantable potatoes to be diverted into starch, flour, and livestock feed. Prior to January 25 farmers had applied for and received authorizations to divert into livestock feed slightly more than 8,000,000 bushels of potatoes grading U. S. No. 2 or better, of which an insignificant part was so diverted before January 1. From January 1 to January 24, inclusive, about 1,000,000 bushels were actually diverted to livestock feed. Through January 22 starch manufacturers had applied for and received authorization to divert to starch approximately 880,000 bushels of potatoes grading U. S. No. 2 or better. Actual diversions to starch manufacture through January 22 amounted to 355,000 bushels of which 105,000 bushels were diverted prior to January 1, and 250,000 bushels from January 1 to January 22, inclusive.

YOUR DAVCO GRANULATED
FERTILIZER YIELDED ME 40
BUSHELS MORE POTATOES
PER ACRE THAN THE
OLD DUSTY KIND



Phares R. Nissley of Landisville, Pa. says

DAVCO Granulated FERTILIZER

Produce—Larger Yields Better Quality—POTATOES
THE DAVISON CHEMICAL CORPORATION
BALTIMORE, MD.

Eureka Potato
Machines

Make Money for Potato Growers

Eureka Potato Machines take hard work out of potato growing. They reduce time and labor costs. They assure bigger yields.

Potato Cutter

Cuts uniform seed. Operates with both hands free for feeding.

Potato Planter

One man machines doing five operations in one. Over twenty-two years' success.

Traction Sprayer

Insures the crop. Sizes, 4 or 6 rows. 60 to 100 gallon tanks. Many styles of booms.

Riding Mulcher

Breaks crusts, mulches soil, and kills weeds when potato crops are young and tender. 8, 10 and 12 ft. sizes. Many other uses, with or without seeding attachment.

Potato Digger

Famous for getting all the potatoes, separating and standing hard use. With or without engine attachment or tractor attachment.

All machines in stock near you. Send for complete catalogue



POTATO DIGGER

TRACTION SPRAYER

RIDING MULCHER

EUREKA MOWER CO. UTICA, N. Y.

Many
Growers
who produce
the largest
yields in
various
Potato
districts use
Eureka
Potato
Machinery

"WELL BEGUN IS HALF DONE"

No matter whether the price of potatoes next season is up or down, as the result of efforts at crop control, or because of insects, blight, drought, or anything else, it will be advantageous for any potato grower to start right by planting his crop with the

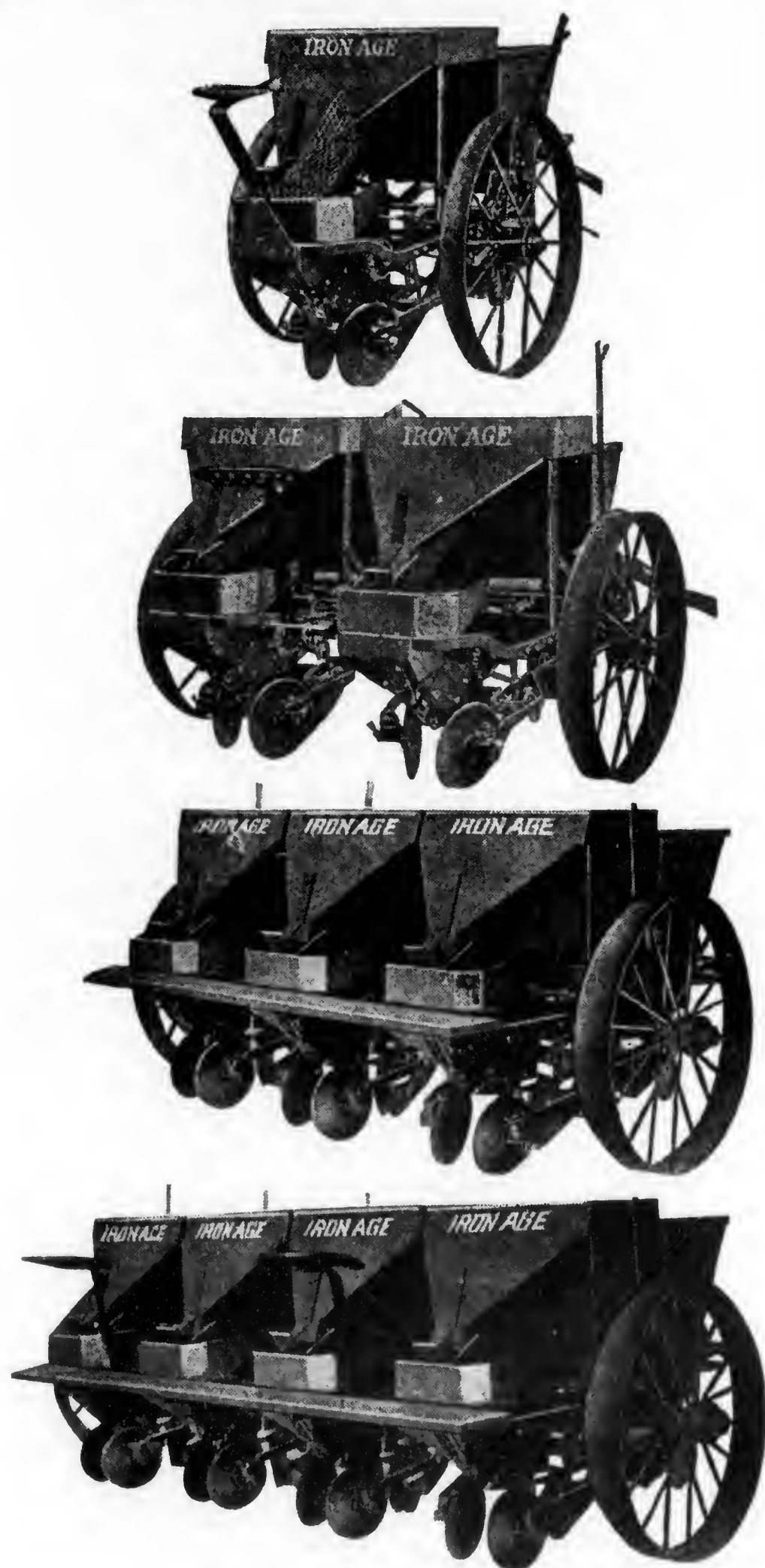
IRON AGE Potato Planter

The Band-way method of fertilizer application is a part of the Iron Age Potato Planter, and extensive tests over a period of years have shown that no other method of fertilizer application produces yields as large. And, of course, in the matter of the nearest approach to 100% accuracy and uniformity of spacing, the Iron Age Planter is still in a class by itself.

By the way, have you yet traded in that one-row planter for a two-row Iron Age? Remember, it is one sure way of helping to reduce your production costs next season.

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or write us for
literature*

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THE GUIDEPOST

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GROWERS

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NUMBER 3



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POTATO GROWERS ASSOCIATION
INCORPORATED

*Say neighbor!
try this*

AGRICO

*it's great
stuff!*

AGRICO
FOR
POTATOES

**THERE IS
A BRAND
FOR EACH
CROP**

The FERTILIZER with the EXTRA PLANT FOODS

Agrico is Manufactured only by
The AMERICAN AGRICULTURAL CHEMICAL Co.
BALTIMORE . . . BUFFALO . . . NEW YORK

"Farm-Store-Home-Cooperation"

by H. D. WILLIAMSON, *American Stores Company,*
Philadelphia, Pennsylvania

(Editors' Note: This is the text of an address delivered by Mr. Williamson to the quarterly meeting of Commissioners and Secretaries of Agriculture of the Northeastern States, Hotel Victoria, New York City, on January 31, 1938. In it is pictured the marketing program of our association.)

Gentlemen, of course you realize that "Farm-Store-Home Cooperation" is a pretty broad subject but I will try to hit on a few high points in this producer to consumer movement. To begin with, I do not want to convey the impression in any way that what we do as a corporate chain engaged in buying farm products and selling at retail through our own stores is the best and only way to merchandise. I believe we can do a better job of handling some commodities and any suggestions you gentlemen care to make at this meeting or later will certainly receive careful consideration.

There has been a time when we have bought our supplies wherever we could to best advantage. Then, always watching competition, we would try to win the trade and favor Mrs. Housewife. The fight for more business is always keen. To expand and grow, we had to be right. Mrs. Housewife, our boss, is not to be fooled so if we did the job to suit her she would tell her friends and neighbors and we would open another store.

Now we were getting along so well making friends that we did not pay as much attention to the farmer and the grower as we should. It has not been so many years ago, as we all remember, when business as a whole was booming, and when these good times were beginning to disappear, we all took a little more stock in ourselves and our neighbors, perhaps with the idea of putting our finger on what was wrong and correcting it before that wave of prosperity had left us. However, in spite of anything we could do, prices in all lines, including farm commodities, began to shrink. Everybody with something to sell had to be a little more on the alert and the effort to find a better market and more satisfactory prices was pursued by all of us. Is it any wonder that the Pennsylvania farmer wanted to know why the chains were selling Maine and Idaho potatoes with so many local grown potatoes available for less money? The Pennsylvania, New Jersey,

Delaware, Maryland, Virginia, and West Virginia farmers questioned why the chains and other distributors were selling Northwestern apples with so many Eastern apples around. After all, we and others handled and featured these and other products because our customers would buy them and many times pay a premium. What difference did it make to us if Mrs. Housewife wanted Maine potatoes or Washington apples. It was our job to buy what the customer wanted and of course that is still the case with us or anyone else that wants to stay in business.

Now in the meantime we began to realize that many farmers and growers located in the territory where we operate stores were potential customers, but, on investigation, we found in many cases they were not our customers and they did not propose to be unless we could and would do something about being customers of theirs. Of course, we have always handled some local grown fruits and vegetables. Although we could have handled more, we did not for one reason or another. Perhaps it was because the quality offered by a large number of various growers was more or less irregular; the size and style of package not standard; sometimes because the volume offered by many individual growers was too small. It was obvious that many of the farmers problems, as well as some of our own problems, could be solved simply by getting acquainted with each other and cooperating in an open above board fashion. Needless to say, chain store operators in this day and time cannot have too many friends. We could see the advantage of friendly relations with the farmer and grower, not only from a strictly friendly standpoint but from a standpoint of good business as well. It is certainly as much to our advantage as to the local farmer to be able to buy his products at a satisfactory price in that we are putting money back into circulation right in the territory where we operate stores.

As an illustration of cooperation, I want to outline the organized store cooperation with the Pennsylvania Cooperative Potato Growers Association. On November 6, 1935 our Mr. Fred Johnson, in charge of our Public Relations Department, arranged for a meeting with some of the officers of the Penna. Pota-

to Growers Assn., representatives of the Penna. Dept. of Agriculture, representatives of the Penna. State College and representatives of the organized chain store group of Pennsylvania. This meeting was called with the idea of cooperating to a greater extent and patronizing the Penna. Potato growers more than in the past provided the Association could so organize and be in a position to offer a dependable supply of well graded potatoes. During the discussion at this meeting it was brought out that Pennsylvania did not produce sufficient potatoes to take care of normal consumption within the state; that the volume of the Pennsylvania potato crop was declining and that the Pennsylvania potato was gradually losing favor; that the consumer preference for Pennsylvania potatoes did not amount to much and at the same time that the potato crop in Pennsylvania offered as much opportunity for farm income as any other crop. Committees were appointed and plans were made at that meeting to experiment with a well graded potato packed in original consumer units of 10 or 15 lbs. Because some of those most interested in this plan were located in the western part of Pennsylvania, the cities of Johnstown and Altoona were selected to introduce the Pennsylvania Potato Growers Ass'n identified brands. This program was started with different grades identified as Pennsylvania Blue Label—60 lb. and 15 lb. paper bags; Pennsylvania Red Label—60 lb. and 15 lb. paper bags; and Yellow Label—60 lb. paper bags. In spite of a lukewarm interest in some quarters, this plan made some progress during the 1935 marketing season. Much credit for getting off to a proper start must be given to Secretary French and the Pa. Dept. of Agriculture. This Department helped to set up standards of quality and then proceeded to educate additional inspectors as they were needed, in order that the standard of quality and grade be maintained. The Penna. Potato Growers Assn. established an office from which to handle the offerings of the various county contact men. From the start it was evident that Pennsylvania growers could produce and pack a quality and grade that compared favorably with any other district. The main trouble was, and still is to some extent, to get a sufficient supply of the top grades regularly. As you gentlemen know, there is generally a tendency on the part of the farmer to hold back the marketing of a part of his crop, always in the hope of unloading at the

top of the market. I believe that the farmer who markets his crop steadily throughout the season is money ahead of the one who tries to pick only the high spots, many times to be left with a supply on hand when the market is gone.

A steady dependable supply is most desirable in the handling of any commodity but it is more desirable and more advantageous in the handling of identified consumer units. Now in the second full marketing season of Pennsylvania Association potatoes I have learned that there are two times when we must anticipate our requirements ahead in order to have sufficient supplies on hand—they are the start of the hunting season and during the Penna. Farm Show week. Perhaps all the farmers and those concerned with grading and shipping potatoes do not go hunting or to the Farm Show but my experience, however, is that enough of them are away at this time to noticeably affect the volume of potatoes available.

In our cooperation with the Association we have discovered that Mrs. Housewife will buy a consumer unit of identified Pennsylvania potatoes in good volume. Usually these consumer units cost a little more than a similar unit made up from a bulk supply, however, as the housewife is usually willing to try anything once on the recommendation of her friends or the storekeeper, she found that the better quality was worth the premium asked, and so we find today that while our largest volume of potatoes is still the US No. 1 grade bulk shipments, either 100 lb. or 60 lb. bags, our sales of 15 lb. consumer units are increasing by leaps and bounds. As I have outlined at many of these potato grower meetings, it is most desirable to maintain a quality pack when establishing consumer units and that these identified consumer units are less subject to the declines in the market because there is a consumer demand for them. I believe that Secretary French is delighted with the progress made by the Pa. Potato Growers Assn. to date and I know that a large number of potato growers, both large and small, are pleased with the better outlet they have for their potatoes. Based on the success of the Association in the past two years, I know that their membership will continue to grow.

We have heard it said in the past by some small growers that they did not have enough volume to interest stores

(Continued on page 18)

Potato Estimates

By E. L. GASTEIGER

Agricultural Statistician, Penna. Federal-State Crop Reporting Service
Harrisburg, Penna.

When the production of a cash crop is large and the price low, Government estimates are usually subject to a certain amount of adverse criticism.

Such was the case with the 1937 potato crop. Some of the Pennsylvania growers, especially those northwest of the Mountains, could not understand why the Government estimate for the State remained constant as the season progressed while their own prospects were gradually declining from the effects of late blight, early frosts or intense heat.

Interest lies in what potato production will be—not in what it might be. It would not profit to announce that on August 1 it looked like a 30,000,000 bushel crop; on September 1, a 20,000,000 crop; and on October 1, a 40,000,000 crop. The goal is the final harvest, and the first estimate, July 1, is made with the expectation that subsequent developments will not change the figure much throughout the season. In 1937, while the Pennsylvania crop northwest of the Mountains was deteriorating, southeast it was showing compensating improvement so that the July 1 estimate of 26-390,000 bushels was the best interpretation of reported condition on the first of each succeeding month from August to October.

During October, many growers northwest of the Mountains, who had expected some yield at least, discovered that their potatoes were not worth digging. On the basis of complete failures reported for the first time during the season, the Government's November 1 estimate of the Pennsylvania crop was dropped 1,624,000 bushels to 24,766,000 bushels. For the potato states to the west, Ohio, Michigan and Wisconsin, where crops also had been affected more adversely than anticipated, estimates likewise were sharply reduced. In December the final estimate of Pennsylvania potato production was 25,215,000 bushels—the forecasts from July to October had missed this figure by 5.5 percent.

The setup and procedure in making these potato estimates are of interest to the reader. Pennsylvania is naturally

divided into three areas; the mountainous area and the areas northwest and southeast of the Mountains. The average length of growing season ranges from 80 days in northeastern Potter County to 207 days in Philadelphia County. That each of the many diverse localities may be equitably represented according to its production possibilities, the State is divided into nine districts, each comprising a group of counties in which agricultural conditions and practices are very similar.

Crop reporters are allocated by districts, counties and townships, according to the acreage of crop land. General reporters are limited to 2,000, 95 percent of whom know potato crop conditions and yields. In addition a special list of 300 commercial potato growers is maintained. The extent to which the yield indications derived from these two entirely independent sources agree is amazing. To determine potato acreage, a larger list of growers is used and in the Fall the Post Office Department cooperates through the rural mail carriers.

Blank questionnaires, or information requests, usually carrying the name and address of the grower, are mailed to the growers at stated periods, together with return envelopes, which do not require postage. Upon receipt at the Harrisburg office, completed questionnaires returned by growers are sorted by districts and counties, edited, tabulated and summarized, and district and state averages or ratios are obtained, each district and each county of commercial production receiving consideration according to its importance.

Acreage surveys are made three times a year—about March 1, when the grower is planning for the coming season, in June when planting is normally over, and in the Fall after harvest. Frequently an individual grower's harvested acreage, through conditions beyond his control, does not agree with what he intended to plant or actually planted, and often he deliberately alters his own plantings in the light of the harvested acreage forecast for other states or the

(Continued on page 22)

THE GUIDE POST

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All communications should be addressed to E. B. Bowers, Secretary-Treasurer and General Manager, Bellefonte, Pennsylvania.

DAYS OF MARCH

A gloomy day in early March—a day
Of chilling gusts and winds of snow, a
day
That makes the longed for Spring seem
far away,
But sweetest melody, O sudden cheer!
The first son-sparrow's note rings on the
ear,
And winter's clean forgot, and Spring is
here!

POTATO MARKINGS AND COLOR GRADE STANDARDS

So many inquiries have been received by the Bureau of Markets concerning the relations between existing Rules and Regulations providing for the Certification of Inspected Seed Potatoes; the provisions of Act No. 275 approved May 28th, 1937 known as the Grape-Potato Grading Compulsory Marking

Closed Package Act and Regulations complementary thereto; and the Department of Agriculture's Regulations of July 22nd, 1937 restricting the uses of Colors Blue, Red, Green and Orange as indicators of grade, that a clarifying statement would seem to be timely.

It should be clearly understood that Certified Seed Potatoes do come within the provisions of Act 275, but these provisions and Regulations complementary to Act 275, do not conflict in any way with the long standing Rules and Regulations "Providing for the Certification of Inspected Seed Potatoes," promulgated by the Bureau of Plant Industry, Pennsylvania Department of Agriculture, so that markings in accordance with Bureau of Plant Industry Regulations meet all the requirements.

Supervision of Certified Seed Potatoes remains within the authority of the Bureau of Plant Industry and enforcement of Act 275 is charged to the Bureau of Markets, and it is not anticipated that any confusion or misunderstanding can arise between these two Bureaus in the Pennsylvania Department of Agriculture.

JAS. L. STATES

FORWARD MARCH!

Forward, March! Oh, Month of Breezes,
Teary eyes and creaky wheezes,
Clouds of dust and twigs and gravel,
Buffeting all folks who travel;
Flying hats that call for chasing,
Aye, a desperate, breathless racing,
Hats possessed to pause—worse luck!—
Prone before a speeding truck;
Banging doors and swinging shutters
Say the things we should not utter,
But when they perform at night
Then we say those things all right!
Yes, You're Nature's best housecleaner,
And we know we're rather meaner
Than is usually good taste
When we pray you to make haste,
Crying that you're "forward," pert,
With your gestures brick and curt;
And you feel disdainful pity
When we struggle to be witty
Piping up with accent archy,
"FORWARD, MARCH!"

Thomas Denniston, Butler County, Honored at Recent Farm Show

One of the most significant honors ever bestowed upon a Pennsylvania farmer, was the presentation of a certificate of merit and medal of award to Thomas Denniston, Butler County, Pennsylvania, during the recent State Farm Show at Harrisburg. The honor was in recognition of Mr. Denniston's achievements and contributions to Pennsylvania's modern potato industry. The committee responsible for making the selection from Pennsylvania's 10,000 or more recognized potato growers, considered not only the growers individual achievements, but as the certificate of merit reads, "one who has contributed more to the industry than is required or even expected of them."

Mr. Denniston became a member of Pennsylvania's famous "400 Bushel Club" back in 1924, when he adopted modern methods of potato production and grew 441 bushels on a measured acre. He continued to grow 400 bushel yields for four successive years and in 1927 grew 547 bushels to the acre, which still stands as the record yield west of the Allegheny Mountains. These

achievements on a 74 acre farm, not too rich of soil at the start due to improper management and rotations, were quickly translated into cancellation of debts, modern home conveniences, up-to-date potato equipment and education. More significant, however, was the revival of interest and inspiration acquired by a farmer who had passed into the sixties with a yoke of debt and a broken spirit. It was due to this revived interest and acquired inspiration through meetings, expositions, tours, and a taste of achievement, that Thomas Denniston became interested in many of the problems not only facing himself as a grower, but the potato industry as a whole.

The first significant change wrought at Willow Grove Farm, a name by which the Denniston homestead is commonly known, was a change of rotation to meet the demands of modern potato teaching for the production of high yields of quality tubers. A two year humus building rotation of Soy Beans and Sweet Clover, not only enriched the soil, but rapidly eliminated two of western Pennsylvania's most common pota-



Many prominent officials have visited the Denniston homestead, Willow Grove Farm, since the inception of modern potato culture, beginning in 1923. In the above picture is Thomas Denniston on left, with Supt. of Schools Gibson, of Butler, Penna., and two accompanying visitors from the state of Washington, watching the harvesting of a 537 bushel to the acre crop.



Mr. Denniston always finds time to explain to the youth of his community modern methods of potato production, and show them the various practices he puts into operation. The above picture shows a group of Vocational students of the Slippery Rock High School, with their instructor, Mr. Hess, on the Denniston farm.



A group of visitors inspecting a field of soy beans on the Denniston farm. This field played a major part in the rotation which eradicated wire worms and grub worms and supplied needed humus for growing good yields on a farm which was not too rich in the beginning.

to pests from this farm; namely, wire worms and grub worms. Renovation of fields continued by the removal of trees, protruding rocks and unnecessary fence rows. Rough and hilly slopes were planted to forest trees. Seed and spray checks, comparing disease free against diseased seed and sprayed rows against unsprayed rows were arranged from year to

year, not to remove any doubt in the growers' mind but as a reminder to neighbors and visitors as to the value of these practices. More disease free seed has been purchased, grown and distributed from this 74 acre farm than from any other farm west of the Alleghenies. Here is a grower who has never

(Continued on page 10)

Seed Potato Certification

By K. W. LAUER
Bureau of Plant Industry, Harrisburg, Penna.

In 1937 there were 1,265.25 acres of potatoes inspected for certification in Pennsylvania. Of this total, 485.5 acres of 38.4% were rejected because they failed to meet the certification requirements. That quality is being maintained is indicated by the amount of rejections made each year. The original purpose of certification was to provide a source of Pennsylvania-grown seed that was comparatively free from disease and that, when planted, would return a satisfactory crop of potatoes to the grower. That the original aims and fundamentals upon which the certification work was based are being maintained is quite evident from the steady growth of the certification work during the past ten years. Potato growers generally have been securing very satisfactory results from the use of Pennsylvania-grown seed potatoes.

The certified seed crop this year is very uniform, smooth and of medium size and will grade into a seed size that

should prove very satisfactory to the seed buyer. The crop, generally, shows very little evidence of scab and other surface blemishes. Yields of certified seed fields were somewhat lower this year than during the past several seasons; this was due principally to unfavorable weather conditions.

As indicated by the summary, the Russet Rural is still the leading variety certified. There were 103,291 bushels of Russets certified, 32,220 bushels of White Rurals, 52,070 bushels of Nittanys, 10,833 Katahdins and 6,799 bushels of Cobblers.

Potatoes were certified in thirteen counties, with Potter County leading. Potter County produced 91,325 bushels; Cumberland, 24,000; Cambria, 21,725; Somerset, 17,307; Lehigh, 17,186; Northampton, 16,674; York, 7,846; Carbon, 4,250; Butler, 1,575; Warren, 1,175; Indiana, 1,075; Lawrence, 750 and Lancaster 325 bushels.

SUMMARY OF SEED POTATO CERTIFICATION BY COUNTIES FOR 1937

County	GROWERS		ACRES		BUSHELS CERTIFIED				
	Ent.	Passed	Ent.	Cert.	Russet Rural	White Rural	Nittany	Cobbler	Katahdin
Butler	1	1	6.50	4.50	1,575				
Cambria	7	7	69.00	69.00	13,095	8,630			
Carbon	1	1	17.50	12.00	4,250				
Clinton	1	0	10.00	0.00					
Cumberland	1	1	80.00	80.00			24,000		
Erie	2	0	7.00	0.00					
Indiana	2	1	6.25	3.25	900	175			
Lancaster	3	1	7.00	3.00				325	
Lawrence	1	1	3.00	3.00	750				
Lehigh	8	4	94.50	43.50	15,323			1,389	474
Northampton	1	1	48.00	48.00	7,848			4,385	4,441
Perry	1	0	5.00	0.00					
Potter	31	20	799.75	425.75	53,995	5,655	27,325		4,350
Somerset	15	14	67.75	58.75	1,000	16,307			
Sullivan	2	0	8.00	0.00					
Warren	1	1	5.00	5.00	1,175				
York	2	1	31.00	24.00	3,380	1,453	745	700	1,568
	80	54	1,265.25	799.75	103,291	32,220	52,070	6,799	10,833

Market Outlook

The Pennsylvania potato crop of 1937 is rapidly dwindling to the vanishing point. Those who have a portion of their crop yet to sell wonder whether it might be wise to sell at the present market or to wait later to sell. We will not attempt to answer that question but will state briefly some of the factors affecting the market at present and their possible effect on the future market.

Last August it was stated in the "Market Outlook" that the crop estimates were probably too high. This was to be expected when growers throughout the Nation were overly optimistic with prospects of bumper crops. Later revisions of the crop estimate proved this assumption to be correct and many observers believe that the final estimate was higher than actual supplies harvested. The January 1st, 1938 estimate of stocks on hand was only 22,000,000 bushels in excess of the January 1st, 1937 estimate although the crop was estimated 60,000,000 bushels in excess of the previous crop. The difference between 60 and 22 million bushels may be partly accounted for by heavier carlot shipments (approximately 13 million more shipped by rail this season than last) partly by increased truck shipments and also by diversion programs which accounts for many low grade potatoes being used for starch manufacture or livestock feeding.

Although the Philadelphia and Pittsburgh markets have strengthened only 10c cwt. during the past month, the Maine price to growers, bulk per barrel, has increased from 75-85c to \$1.10-1.30, approximately 40c during the month. At the same time the F.O.B. Presque Isle 100-lb. rate has increased from 62c to 92c. These advanced prices in Maine have not yet been fully reflected in the Pennsylvania delivered prices but they indicate that market advances will receive greater impetus from Maine shippers during the remainder of the season.

The removal of potato stocks from growers hands continues at the same rapid rate as during the earlier part of the season. Carlot shipments have been increased 15% this year over last. Comparing this increase with the 25% increase in stocks on hand this January 1st over January 1st last year, it would appear that surplus supplies are being quite well taken care of by more rapid

movement of markets, augmented by the diversion programs for low grade stocks.

Shipments of new potatoes have been retarded this season, totaling only 914 cars to date compared to 1292 cars to the same date last year. However, there has been a 10% increase in acreage in the earliest States so that if weather conditions and yields are favorable, increased shipments may be expected from Florida and Texas during April and May. Another unfavorable factor is that the stocks on hand in the states of Michigan, Idaho, Minnesota and North Dakota are relatively higher than in the eastern States. The recent advances in eastern shipping-point prices have limited the market for eastern stock in central States, since the shipping-point prices in western states have not strengthened equally. The relatively large volume on hand in those States is proving an indirect, but nevertheless, effective barrier to more rapidly rising prices in eastern markets.

The situation narrows down to the probability that eastern stocks will become quite low by April and that advances in the price level in eastern markets will be largely dependent on the volume of western and southern potatoes on the market at that time.

THOMAS DENNISTON, BUTLER COUNTY, HONORED AT RECENT FARM SHOW

(Continued from page 8)

faltered on following Pennsylvania's recommended spray program, beginning when the plants first emerged and continuing until all chances of increased yield were past. He did not hesitate to make twenty-two sprays in 1937 to combat a wide spread epidemic of late blight from ruining the crop. The fight was won and one of the best crops produced on Willow Grove Farm assured, while thousands of other growers in western Pennsylvania reported crop failures.

In 1931 at the very bottom of the depression, Mr. Denniston built a modern potato warehouse that has proved to be one of the best storages in the State and has been the pattern for construction of many storages throughout Pennsylvania and neighboring states in recent years.

(Continued on page 12)

POTATO CHIPS

Sometimes I have to pinch myself these days to see if I'm dreaming—Pennsylvania potatoes actually outselling Maines in Philadelphia — wholesalers, retailers and consumers falling all over themselves to get more Pennsylvania Blue Labels—buyer for a large group of stores saying that his total potato sales had doubled since he has handled Pennsylvania Blue Labels, another saying that Pennsylvania Blue pecks were the best he had ever handled, bar none—and to think that it was only a few years ago when we used to listen to and nearly believe the birds who said Pennsylvania potatoes had no place in the quality field!

It's good news to hear Bower, Denny, Poole and White report that many new Blue Label packers have started up since the Farm Show and that there would have been a lot more if the crop was not so nearly sold out.

The record yields each year in Pennsylvania since 1919 have ranged from 478 to 696 bushels per acre. The average highest yield is 557½ bushels. During this time 1319 measured yields of more than 400 bushels have been recorded, 233 of more than 500 bushels and 32 of more than 600 bushels. Growers who can master their production problems can also master their marketing problems—and that's exactly what many Pennsylvania growers are doing right now.

Latest reports from Maine—unofficial but probably just as reliable—indicate that Maine will ship very few if any more cars than last year. The reason given is that late shipments will be lighter than last year because of heavy culling for net necrosis. It is stated that some bins in the southern part or Aroostock show as high as 50% damage from this cause.

If you haven't gotten your seed yet, may pay to get it soon. Doesn't look as if seed will be any lower and the chances are that it may be considerably higher. Both the seed, and table market have shown considerable strength of late.

Vogel and Nissley are making plans to install equipment to pack 10,000 Blue pecks a day. By systematizing the hand-

ing of the potatoes to the greatest degree possible, they will hold overhead costs down to the minimum, thus enabling them to return the growers the maximum. The way the trade has been going after the Blue pecks of late, looks as if mass production is the best way to meet the demand.

The outstanding fact, in my mind, proven by the two season's experience in the Penna. potato marketing plan is that *Penna. consumers want well-graded potatoes*, preferably grown in Pennsylvania. It is only a matter of time until Penna. Blue pecks will outsell Idaho's in Pennsylvania cities. It can be no other way because consumer demand will make it that way.

Recently heard Williamson of the American Stores state that retailers prefer potatoes to be relatively high in price, rather than cheap and plentiful when every itinerant huckster and fly-by-night peddler in the country buys cheap and gluts the markets.

There's a definite place in the Penna. marketing program for a special pack of bakers (similar to Ed. Fisher's 2½ to 3-inch Farm Show bakers), probably put up in 10-lb. sacks. Not every crop in the State would be fit for such a pack but there's a real outlet for this quality in limited quantities which the Ass'n. should be able to furnish from certain individual packers.

All reports from Florida indicate Penna. seed has come through again with flying colors—some as good but none better. The entire south offers a wonderful outlet for Penna. growers who are so favorably located that they can produce high quality certified seed.

P. D. Frantz advises that about 25 growers in his section of Lehigh have been shipping 20,000 Blue pecks a week, through their local organization. The returns have been in excess of those sold through other channels and Frantz states that a much greater volume will move in paper from Lehigh County next season.

"BILL SHAKESPUDD"

Certified Seed Potato Production

The United States Department of Agriculture, Bureau of Agricultural Economics, reports the largest crop of certified seed potatoes on record. A total crop of 15,395,390 bushels was produced in 1937 by twenty-five states in which seed potato inspection and certification work is being carried on. The 1937 production figures are over four and one-quarter million bushels greater than the 1936 crop, which was reported at 11,111,397 bushels.

We have available in Pennsylvania this year 205,213 bushels of seed, com-

pared with 207,472 bushels produced in 1936. Among the twenty-five states listed by the United States Department of Agriculture, Pennsylvania ranked seventh in total production of certified seed in 1936 and fourth in 1937. In the production of Russets, we ranked second in 1937 and first in 1936. For White Rurals, we ranked second in 1936 and third in 1937.

The principal states from which Pennsylvania potato growers secure their seed supply, with the production in bushels of the leading varieties, are as follows:

	Maine	Michigan	New York	Pennsylvania
Russet Rural.....	78,035	135,754	64,300	103,291
White Rural.....		3,620	91,200	32,220
Irish Cobbler.....	3,489,262	31,870	61,600	6,799
Green Mountain.....	3,723,083	31,870	127,000	
Katahdin	353,079	14,255	9,300	10,833
Chippewa	518,609	20,889	37,800	

TOTAL PRODUCTION IN BUSHELS Maine, Michigan, New York, Pennsylvania

	1936	1937
Russet Rural.....	447,592	381,380
White Rural.....	138,867	127,040
Irish Cobbler.....	3,407,477	3,589,531
Green Mountain.....	2,632,740	3,881,953
Katahdin	258,868	387,467
Chippewa	159,000	577,298

As indicated by the above figures, the amount of Russets and White Rurals of the 1937 crop available from these four states is less than was produced in 1936. The call for seed of these two varieties has probably been less during the last few years than it had been, which would indicate that the Rural type potato is losing some of its former popularity among Pennsylvania growers. The supply of certified seed of the other varieties listed is higher than it was a year ago. Pennsylvania growers should, therefore, have less difficulty in locating seed of the Cobbler, Green Mountain, Katahdin or Chippewa varieties than was the case a year ago.

In addition to the supplies listed above, there is available this year over 50,000 bushels of Pennsylvania Certified Nittanys. This variety is becoming more popular each year and present indications are that the supply on hand will soon be exhausted.

A list of Pennsylvania Certified Seed Potato Growers may be secured by writing to the Bureau of Plant Industry, Harrisburg, Pennsylvania. K. W. Lauer

THOMAS DENNISTON, BUTLER COUNTY, HONORED AT RECENT FARM SHOW

(Continued from page 10)

Confronted with serious soil erosion, loss of valuable soil and formation of gullies, the entire field layout of the farm was changed in 1934, to strip farming. Although this abrupt change seemed costly and inconvenient at the time, the success of the venture has already more than compensated for the expense and stands today as a real example of soil erosion and gully prevention, both of which are essential to continued success in potato production on Pennsylvania farms.

(Continued on page 22)

OVER THE PICKING TABLE

by INSPECTOR THROWOUT

Wonderous is the strength of Cheerfulness; altogether past calculating its power of endurance. Efforts to be permanently useful must be uniformly joyous—*Carlyle*.

"Jane, what time is it?" called down the irate father.

"I don't know, pa. The clock isn't going."

"But I am," spoke up the young man who could take a hint.

The Moving Finger writes; and, having writ,

Moves on; nor all the Piety nor Wit
Shall lure it back to cancel half a line
Nor all the tears wash out a word of it.

Wanted:

A ring for the finger of scorn—
A sheet for the bed of a river—
An arrow for the spen leaf's quiver—
A word for the ear of the corn—

Pete Dougherty says he is an optimist.

We agree; he always can see the blonde side of a dark object.

"There's no use talking"—is usually the signal for a new outburst of garrulousness.

Some speeches are like a wheel—the longer the spoke the greater the tire.

L. T. Denniston says: Reciprocity is his idea of a widow teaching a clergyman how to tango, in return for his kindness in having shown her how to swim.

The New Stenographer (her first letter)

As dictated: We are in receipt of your letter of the 13th inst., and in return will say that we will procure the information requested and reply by return mail.

Hoping this meets with your approval, we remain

Yours truly.

As she wrote it: We are in respite of your letter of the 13th inst., and in repeal would say that we will manicure the information requested and reply by rotten mail.

Hoping this meets with your April, we remain

Yours tra-la,

We just learned that Frank W. Hussey of Presque Isle, Maine, while attending the Pennsylvania Farm Show, also sold bonds.

It is rumored that John Richter is planning to trip to Paris.

The Ground Hog Lodge of Lehigh County held their annual meeting last month. Six hundred fifty wiggled out of their holes and attended the banquet. Two thousand more were unable to make it.

P. D. Frantz, Roy Wotring and Frank Sell were stuck in their holes for quite a while, but finally came through.

Taken from a Maine newspaper: "Senator Edge came to Maine to marry girl in Bath."

Happiness is the constant striving for an agreeable result, with a sense of constant progress.

A mother is a person who will lie awake at night and worry for fear her year-old son will be bald before he is fifty.

The man who can drink or let it alone is usually the one the bar-tender leads to the door at closing time.

Don't burn your bridges until you get your subway ready.

Any of our potato growers can see that a woman has on green stockings—but it takes another woman to see that they are cotton.

(Continued on page 22)

Quality Pennsylvania Potatoes for Pennsylvanians

APPETIZING WAYS TO PREPARE THEM

POTATO FILLING

- 2 cups hot mashed PENNSYLVANIA potatoes
- 1 tablespoon minced parsley
- 1 egg, well beaten
- 2 tablespoons butter, melted
- 1 onion, minced
- 1 teaspoon salt
- ½ teaspoon poultry seasoning
- 1 quart stale bread, cubed
- ½ cup celery, diced
- Pinch of pepper

Mix together the potatoes and egg. Soak the bread in cold water and squeeze dry. Add to the potato mixture, stir in the other ingredients, and mix well. Use for stuffing fowl or meat.

RAW POTATO PANCAKE

- 3 medium-sized raw PENNSYLVANIA potatoes
- 2 eggs, separated
- 1 teaspoon salt
- 1½ tablespoons flour
- ½ teaspoon baking powder

Grate the potatoes and add the beaten egg yolks. Stir in flour, baking powder and salt and mix well. Fold in the stiffly beaten egg whites. Cook by spoonfuls in heavy skillet in hot fat. Serve with apple sauce.

BAKED STUFFED POTATOES

- 3 large PENNSYLVANIA potatoes
- 1 tablespoon butter
- 1 tablespoon cream or milk
- ½ teaspoon salt
- ¼ teaspoon pepper
- 1 egg white, beaten stiff

Bake large potatoes in a hot oven (450° F.) about 40 minutes or until soft. Remove from oven and cut in half lengthwise and scoop out inside. Mash, adding the butter, salt, pepper and cream. Mix well. Fold in the stiffly beaten egg white and blend. Refill potato shells, return to the oven to brown about 10 minutes in a hot oven (450° F.).

CHICKEN POT PIE

- 5 large PENNSYLVANIA potatoes
- 1 large chicken (cut in portions)
- 3 large onions
- Salt and pepper
- Pie dough

Wash, clean and cut chicken into individual portions. Place a layer of chicken in the bottom of a large iron kettle and cover with thick slices of raw potatoes, then with slices of onion and salt and pepper. Roll dough out rather thick and cut in 2-inch squares and place on top of onion. Continue until kettle is filled having the top layer of pie dough. Add water to cover contents halfway. Cover kettle tightly and cook over a low flame until chicken is tender.

"BOOVA SHENKEL"

(Boy's Legs)

- 12 medium-sized PENNSYLVANIA potatoes
- 3 pounds of stewing beef
- 3 tablespoons butter
- 2 tablespoons minced parsley
- 1 small onion, minced
- 3 eggs
- 2½ cups flour
- 2 teaspoons baking powder
- ½ teaspoon salt
- 4 tablespoons shortening (butter and lard mixed)
- 7 or 8 tablespoons cold water
- 1 cup diced stale bread
- 3 tablespoons butter or bacon drippings.
- ½ cup milk
- Salt and pepper

Wash the meat, cover with water, add seasoning to taste and cook slowly for several hours. Wash and peel the potatoes and cut into thin slices. Cook until tender. Drain off all the water, add the 3 teaspoons of butter, salt and pepper to taste, parsley and onion. Mix well. Beat the eggs, add to potatoes and beat mixture lightly. Let stand until pastry is made. Sift together the flour, baking powder and ½ teaspoon salt. Work in the 4 tablespoons of shortening and then

New Natural History

The dictionary defines a goat as "a ruminating horned quadruped with long hair," but probably the learned author lived in a day before the modern goat was taken into captivity, tamed and domesticated, and trained to work overtime for the slang artist, cartoonist and funny man generally.

For the benefit of those persons who fail to keep abreast of the latest developments of our progressive language, we will attempt, in our humble way, to remove any misapprehension that might exist, and thus to claim a small niche in the hall of fame dedicated to such great naturalists as Audubon, Darwin, Kipling, Seaton, Thompson, Carl Hagenback, not to overlook the first and greatest of them all—Noah.

Every man is, at one time or other the proud owner of a goat, but sooner or later, as he stumbles over the devious pathways of experience he finds somebody better entitled to that "horned ruminating animal" than himself, and so he parts company with his possession, often more in sorrow than in anger. However, as he goes along, he begins to accumulate a few goats at the expense of others, and in the course of time he has a good sized herd.

In fulfillment of the Biblical saying "That to him that hath shall be given," the more goats a man gathers, the greater is his facility for accumulation.

Brickbats, old shoes, tin cans and other such digestible dainties are regarded as the legitimate diet for goats of the "Old Irish-settlement-on-the-hill-variety," and the modern goat getter finds his herd of inestimable value in


ridding his premises of similar articles that envious persons may feel inclined to toss in his direction.

Goats are generally classified as Billy, Nanny and Angora, the latter being particularly favored by artists, literary persons and those of musical temperament. Woman, not satisfied with the Nanny variety have been more or less successful in ensnaring the Billies and if this state of affairs continues indefinitely, man will be classified as a goatless creature.

In Russia, Stalin has everybody's goat, Mussolini, Hitler and the Duke of Windsor have all of England's goats, King George's Billy is held in strictest captivity by Queen Elizabeth, Japan is taking all the goats in China, but in glorious, free America, no one has yet been able to annex F.D.R.'s Billy although he deprived the Supreme Court of its goat and has all the congressional goats grazing in the White House yard.


QUALITY PENNA. POTATOES FOR PENNSYLVANIANS

add the water, using only enough to hold dough together. Roll thin on a floured board and cut into large circles, about 10 inches in diameter, spread with some of the potato mixture, fold dough to form a semi-circle, pressing edges together with prongs of fork. Drop into the hot meat and broth, cover pot closely and boil about 25 minutes. While these are cooking make a sauce of the 3 tablespoons of butter or bacon drippings, add the bread cubes and brown. Stir in the milk. Arrange the "Boova Shenkel" on a platter and pour over all the milk sauce. Serve at once.



MESSINGER
HAND DUSTER


374



MESSINGER


DUST MIXER
2 MODELS

342



810-10 A-T
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387



DUSTERS 8 SIZES 80 MODELS—THRESHERS 4 SIZES—CORN SHELLERS 3 SIZES

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TABLE SHOWING SALE OF ASSOCIATION TRADE-MARKED POTATOES
DURING THE MONTH OF JANUARY 1938 AS
COMPARED WITH JANUARY 1937.

JANUARY 1938.

COUNTY	Blue 60's	Red 60's	Yellow 60's	Blue 15's	Red 15's
Berks,	2500	1000	350	3000	
Blair,	1000			2000	
Bucks,	1000	1000		3000	
Cambria,				13000	
Carbon,				7500	
Centre,		600		5000	
Clinton,		600		3000	
Columbia,				8000	
Dauphin,				4000	
Jefferson,				117950	
Lancaster,	1000			3500	
Lebanon,	500			49000	
Lehigh,	14200	2600	1800	8000	
Luzerne,				500	
Lycoming,	700			12500	
Potter,	4000			8000	
York,	1000				
Total bushels	25900	5800	2150	4) 247950	
	5800			61,987.5	
	2150				
	61987.5				
	95,837.5				

JANUARY 1937

COUNTY	Blue 60's	Red 60's	Yellow 60's	Blue 15's	Red 15's
Berks,	1800	600	200	500	
Cambria,				2000	
Clarion,			200	1000	
Clearfield,			400	500	1500
Clinton,	800		200		
Columbia,	3800	2400	3800	5500	
Crawford,			1000	16000	
Indiana,			1000	6000	
Lehigh,	6000	800	200	7000	
Potter,	2200			500	
Somerset,	10000			25000	
Total bushels	24600	3800	7000	4) 64000	4) 1500
	3800			16000	375
	7000				
	16000				
	375				
	51775				

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Sweetens sour soil!
Loosens clay soil!
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Whiterock this spring—its re-
sults will amaze you.



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Certified SEED POTATOES

Most growers consider successful
marketing one of the essentials of
profitable potato production. Neigh-
boring states, with which Pennsyl-
vania must compete on the wholesale
markets, are gradually requiring a
better pack. With a heavy produc-
tion of early varieties, especially
Cobblers, marketing can be a prob-
lem here.



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Pennsylvania's new potato Grading
Law brings strikingly to the atten-
tion of all growers the money value
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Cobblers are known as the source
producing the blocky, uniform type
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results show the percentage of "culls"
increases with planting second year
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in most instances in addition to cer-
tification requirements, therefore,
practically free of disease. Produced
by leading growers whose experience
in handling certified seed assure a
dependable production.

Maine seed prices are suffi-
ciently low to permit planting
only new seed. Ask for prices.

"Every Bag Must Be Right"

Dougherty Seed Growers
WILLIAMSPORT, PENNA.

FARM-STORE HOME COOPERATION

(Continued from page 4)

buying direct. In the case of the Potato Growers Assn. with their various county contact men, potatoes are handled for a large number of real small growers through their central grading and shipping points.

This year's crop of Penna. potatoes will soon be pretty well moved into consumption and we and others will be obliged to buy our requirements elsewhere, principally from Maine. We have already started to handle Maine potatoes to supplement the local supply available and of course we are handling both 100 lb. bags and consumer packages sponsored by the State of Maine. We know that the quality, grading and pack of Maine potatoes will be suitable in every respect so that we will be able to satisfy the consumer without any interruption in business or the necessity to carry on an educational campaign.

Now the farmer and the grocer and the consumer have a lot in common, although many times these three very important groups are not very well known to each other. I believe this is more true of the farmer and the grocer. Mr. Carroll R. Miller, Secretary of the West Virginia Horticultural Society, states in their January publication as follows:

"The grower and the grocer are just about the closest business associates in the world. Practically everything the grocer has in his store, including apples, comes from the farm-producer. The Grocer's supplies all come from the farm; either directly, as fresh fruit and produce; or indirectly via the canning plant, for the canned goods. The farm-producer, moreover, is about the largest cash customer, as a class, the grocer has. So, the business relationship is very, very close. Therefore the grower and the grocer should be the very best of friends; the closest of allies; for the grocer is the sales-agent of the grower. Instead, the farmer-orchardist too often holds the feeling that the grocer is a parasite, putting a prohibitive mark-up for his own profit on the results of some one else's labor and investment; stopping trade by his stupid, inordinate greed." And Mr. Miller goes on to say: "The point we are trying to make is this: We must make friends with The Grocer. The more friendly we are to him, the better off we will be, financially. He is our agent to the consumer. We wouldn't sell our apples through a sales agency that we disliked, or held in contempt, or that

we felt disliked us, would we? Not if we expected much from our fruit. The same holds for the Grocer as our agent to the Public. As long as we are unfriendly to him, we won't get the best treatment from him. Let other farm-producers think ill of the Grocer if they wish;—the wise thing for apple men to do is to make friends with him. And "To have friends, a man must show himself friendly." We must make the first move. And, as in all other cases, when you get to know the Grocer and his problems and worries, you find him human, likeable;—a good fellow. The Grocer, if he is friendly enough toward you, can take our apples in "bumper" crop years and "push" them hard enough to his customers that he will take most of the bump out of "bumper". He is doing it this year, in the NATIONAL APPLE A DAY CAMPAIGN which the organized Grocers of the nation have been staging this season. That is 'The Grocers' overture toward real friendship with the apple growers. If we as apple growers respond in generous kind, this highly valuable relationship is by way of being established permanently."

It does not make much difference whether we refer to an organized group of farmers or an organized group of grocers. It seems to me that a much better job can be accomplished by knowing each other better and by trying to do a more satisfactory job for the consumer. The farmer, always looking for a better market, receives considerable aid from the county Agents and the Department of Agriculture. Also we find in many instances where an organized group of retail stores are able to be of assistance. We make suggestions regarding grading, packages and consumer preference which are helpful and we can also get behind a commodity and advertise and push same and thus encourage consumption.

In May, 1936, I attended a conference with agricultural leaders and representatives of the National Association of Food Chains here in New York City. Mr. C. C. Teague, Vice-President of the National Cooperative Council and President of the California Fruit Growers Exchange, presided as chairman and there was a frank discussion of the mutual problems of both agriculture and the distributor. The council of these agricultural leaders was very helpful and a later meeting was held in Urbana, Ill. After these conferences the National Association of Food Chains adopted a

(Continued on page 20)

Fertilize Potatoes For Profit in 1938

Potash plays a big part in growing potatoes at a profit. Potatoes remove from the soil more potash than nitrogen and phosphoric acid combined. In addition to increasing yields, potash is the quality element in the potato fertilizer. It increases the percentage of No. 1's, rounds out the tubers into desirable shapes, makes the plants more resistant to diseases and light frosts, and prevents soggy and darkened color in cooked potatoes.

Make sure of profit on your potato crop this year by applying enough potash. A yield of 300 bushels per acre uses 170 pounds of actual potash per acre in addition to what must be supplied to take care of leaching, erosion, and soil fixation. To supply this amount of actual potash a fertilizer containing 10% potash would need to be applied at a rate of approximately one ton per acre.

Consult your county agent or experiment station about the fertility of your soil. See your fertilizer dealer or manufacturer. You will be surprised how little extra it costs to apply enough potash to insure profit. Write us for additional information and literature.

American Potash
Institute, Inc.

INVESTMENT BUILDING
WASHINGTON, D. C.



FARM-STORE HOME COOPERATION

(Continued from page 18)

resolution pledging the cooperation and aid of organized chain food distributors to producer's cooperatives or other established agricultural agencies in the marketing of excess crop production and surpluses. This program, inaugurated on a national scale has successfully co-ordinated the various agencies concerned with merchandizing. The results of some of these producer to consumer drives have far exceeded our expectations. Included in the commodities featured nationally to date are canned peaches, fresh and canned pears, beef, lamb, grapefruit, eggs, potatoes, dried beans and apples. We are continuing to advertise and push the sale of both potatoes and apples at this time and the momentum that we are able to create in our own advertising campaigns also has the effect of encouraging all retailers to follow suit and get a portion of the business so prominently advertised.

There are times when local grown commodities are likely to become burdensome and in these cases we have been requested to cooperate in helping to move the crop either by the Farm Bureau, the various local marketing associations, such as several we have in New Jersey or the Dept. of Agriculture. There is no question that by the organized retail distributor advising his entire sales organization about the drive on a certain commodity to take place in the near future and giving suggestions and ideas of how to effect more sales, soliciting the store personnel's help, that good results are to be expected in a reasonable length of time. To get everyone thoroughly posted and in a position to do a good job, the product itself must have merit, a ready consumer acceptance and the price should be reasonable. I am reminded of an incident that happened last September. I believe that Secretary French was returning from western Pennsylvania to Harrisburg via Chambersburg and his attention was attracted this evening to a packing house which was operating into the night, so he stopped to get a line on just what was going on. They were packing peaches and the story poured into the Honorable Secretary's ears was to the effect that the peach growers of Adams and Franklin Counties were faced with a terrific loss unless sales could be made in considerably increased volume immediately. Secretary French promised to do what he could and evidently suggested a meeting in his office within two

days to discuss peaches with various wholesale and retail distributors to which I was invited and attended the meeting. Now at this conference it developed that their troubles were not so much with fresh picked peaches but with an accumulation of peaches picked previously that were either in storage or in iced cars on track for several days. Anyone familiar with storage or held peaches readily realizes that to commit yourself to a purchase is somewhat along the same lines as buying dynamite with the fuses lit. We, as well as others, could not commit ourselves to a special sales program on these peaches as they were, but had these very same growers and shippers thought sometime before about going to the Secretary of Agriculture for help instead of him coming to them, undoubtedly something could have been accomplished for these growers and shippers that would have saved them a considerable loss. Whether it be peaches, grapefruit, or potatoes, the quality and grading must be good to interest the consumer in a big way.

Now before closing, I want to relate to you an incident that happened in our office recently. Our M. Knauf, in charge of buying eggs, mentioned to me an incident on one of the egg auctions. It is my understanding that we patronize all of the egg auctions in the territory where we operate stores and this incident happened at the Flemington auction. On Tuesday, November 30th last, for some reason or other sustaining bids on the various grades of eggs in which we were interested were not telephoned to the auction. Likewise through error the auction neglected to call our office for bids on the various grades, as is usually the custom if we do not have our bids in on time. It so happened that on that day 1396 cases were sold. A good proportion of the total volume consisted of N. J. grade A white mediums which we were buying regularly. The general prevailing market for these grade A white mediums was around 27-30c. Our average paying price for this grade at the egg auctions for the week ending December 4th was 28.54. However, this day because our sustaining bid was not in, these grade A mediums sold at auction as low as 20c and the average was approximately 6c a dozen under the prevailing market. This amounts to \$1.80 a case less return on each case of this grade sold that day. Some other grades

(Continued on page 22)



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Certified Seed Potatoes

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Hybrid Sweet Corns

Nine early-to-late outstanding hybrids that bring joy to the home gardener and profits to the market gardener.

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Quality seed of improved strains of corn, oats, barley, wheat, rye, buckwheat, soy beans, etc.

Forage Crops

Highest test seeds of absolutely hardy strains of alfalfa, clovers, grasses, millets, rape, sorghum and pasture mixture.

Over 1500 acres devoted to production of better seed.

Please write for literature and price lists.

K. C. LIVERMORE, BOX G, HONEOYE FALLS, N. Y.

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Make Money for Potato Growers

Eureka Potato Machines take hard work out of potato growing. They reduce time and labor costs. They assure bigger yields.

Potato Cutter
Cuts uniform seed. Operates with both hands free for feeding.

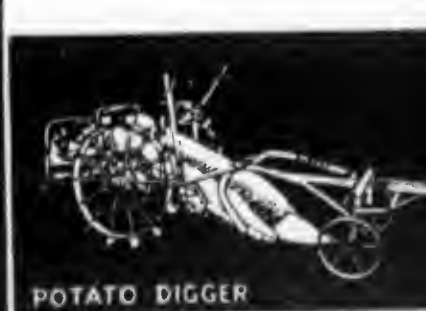
Potato Planter
One man machines doing five operations in one. Over twenty-two years' success.

Traction Sprayer
Insures the crop. Sizes, 4 or 6 rows, 60 to 100 gallon tanks. Many styles of booms.

Riding Mulcher
Breaks crusts, mulches soil, and kills weeds when potato crop is young and tender. 8, 10 and 12 ft. sizes. Many other uses, with or without seeding attachment.

Potato Digger
Famous for getting all the potatoes, separating and standing hard use. With or without engine attachment or tractor attachment.

All machines in stock near you. Send for complete catalogue



Many
Growers
who produce
the largest
yields in
various
Potato
districts use
Eureka
Potato
Machinery

EUREKA MOWER CO. UTICA, N. Y.

POTATO ESTIMATES*(Continued from page 5)*

country as a whole. The results of all three surveys are interpreted in terms of harvested acreage. An intended increase of 10 percent in acreage to be planted may mean only a 4 or 5 percent increase in acreage harvested. The growers' brief comments such as "seed high," "seed poor quality," "lost heavily last year," "shifting to tomatoes," help to determine whether 104 or 105 percent of the acreage harvested the previous year is the best figure to adopt. A similar analysis is made in June and in the Fall.

After planting in June, the grower is asked to report on the condition of the crop in a percentage of normal which is 100 percent. Normal condition is such development in growth and vitality at a stated time which might reasonably be expected to yield a full crop. The average condition of the crop, as reported by growers each month, is used in estimating probable yield. These condition figures are studied in relation to yields obtained in past years, when condition of the crop was about the same. Allowance is made for the effects of average growing conditions during the remainder of the season, and trend in yields is taken into consideration.

By October 1, growers usually have a fair idea of what the yield probably will be. From a chart showing the relationship of probable and final yields over a period of years, probable yield is interpreted in terms of final yield. In November yields are actually known, and then the final figure is determined.

Each month throughout the season, recommendations are forwarded to the United States Crop Reporting Board at Washington. Similar data from other States are at hand, and the Board proceeds without fear or favor to determine, by states and for the country as a whole, what the potato crop will be—Pennsylvania, this last year 25,215,000 bushels; United States, 391,159,000 bushels.

FARM-STORE HOME COOPERATION*(Continued from page 20)*

that we usually support also sold off that day. It seems to me that this illustrates the importance of chain store direct buying as concerns the net income to the producer. Because receipts at these auctions are picking up each year and because the grading is dependable and uniform, our purchases direct from the auctions have also stead-

ily increased. These eastern egg auctions now offer our most important source of supply. With increasing regularity, gossip sifts back into our office to the effect that by our company placing sustaining bids at the egg auctions, we are holding the market up. We do not mind this kind of criticism at all. On the contrary, this is the kind of information we wish the farmer, grower and purchaser knew more about.

THOMAS DENNISTON, BUTLER COUNTY, HONORED AT RECENT FARM SHOW*(Continued from page 12)*

Marketing has not been a serious problem for Thomas Denniston of Willow Grove Farm. He has clung to the idea that 50% of marketing is the production of a good, clean crop of tubers. The other 50% he contends is satisfied customers. He was selling both seed and table stock under trade mark as early as 1928 and has continued to do so down to the present season. He was one of the first to grade and pack in labeled bushel paper bags, beginning in 1930. His present crop of 3000 bushels of certified seed and table stock will be packed and merchandized in the trade marked paper bag of the Pennsylvania Potato Grower's Association.

OVER THE PICKING TABLE*(Continued from page 13)*

If you can't do anything well yourself, be a critic.

Sentiment is a beautiful thing—but how often it makes people ridiculous.

Deputy Secretary of Agriculture Turrell upon being informed that 31,000 potatoes were baked at the Association baking booth during the Farm Show inquired, "Where did the extra 10,000 potato skins come from?"

ALL RIGHT WITH HIM

The irate passenger who had stumbled over another passenger's club bag which stuck out into the aisle, opened the coach window and flung the offending piece of baggage on the right-of-way. Then he glared at the nearest passenger and snorted:

"That's the place for things like that," he declared.

"All right with me, Mister," grinned the passenger who was addressed. "That wasn't my bag."

A BETTER YIELD WITH DAVCO

"We are well satisfied with our results from the 10 tons Davco Granulated Fertilizer we used on 18 acres of Irish Cobbler Potatoes. The Potatoes came up evenly; made excellent growth; the quality was excellent and the YIELD was better than where we used powdered goods; and Davco is so clean to apply."

STEHRMAN & HOUSMAN
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DAVCO Granulated FERTILIZER

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Not only "STANDARD" but "Superior" in Economy, Accuracy, Speed, and Adaptability.

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BOGGS MFG. CORP.

Atlanta, N. Y.

"WELL BEGUN IS HALF DONE"

No matter whether the price of potatoes next season is up or down, as the result of efforts at crop control, or because of insects, blight, drought, or anything else, it will be advantageous for any potato grower to start right by planting his crop with the

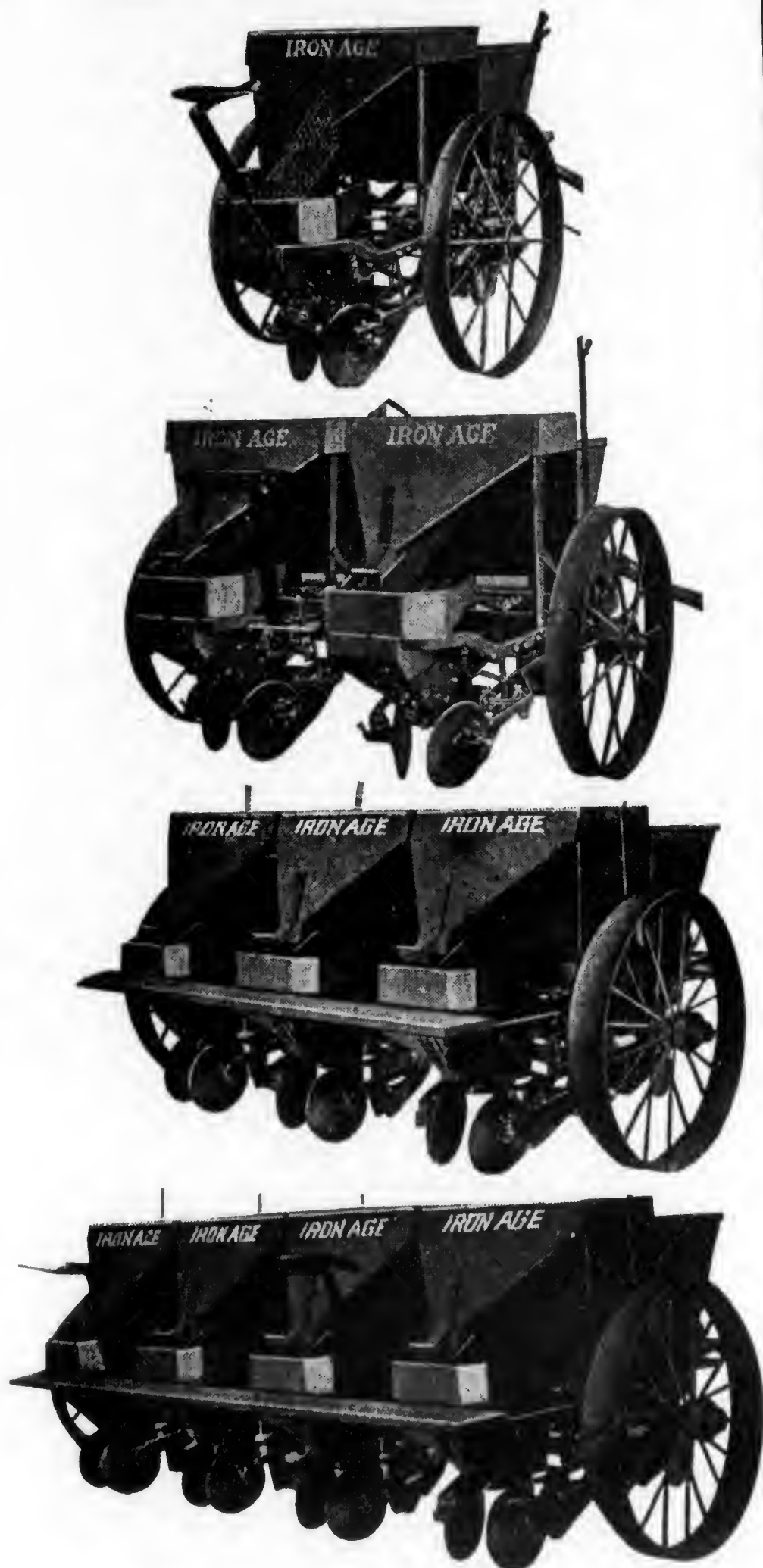
IRON AGE Potato Planter

The Band-way method of fertilizer application is a part of the Iron Age Potato Planter, and extensive tests over a period of years have shown that no other method of fertilizer application produces yields as large. And, of course, in the matter of the nearest approach to 100% accuracy and uniformity of spacing, the Iron Age Planter is still in a class by itself.

By the way, have you yet traded in that one-row planter for a two-row Iron Age? Remember, it is one sure way of helping to reduce your production costs next season.

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PENNSYLVANIA
POTATO
GROWERS

VOLUME XV

NUMBER 4



APRIL • 1938

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INCORPORATED

Fertilize Potatoes For Profit in 1938

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Consult your county agent or experiment station about the fertility of your soil. See your fertilizer dealer or manufacturer. You will be surprised how little extra it costs to apply enough potash to insure profit. Write us for additional information and literature.

American Potash
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INVESTMENT BUILDING
WASHINGTON, D. C.



Mexico

By Dr. E. L. NIXON

A casual glance at road maps often gives one a warped impression of distances. Probably of the map of no other country is this more true than of Mexico. The area of Mexico is seventeen times that of Pennsylvania. It is almost four times the size of all the New England states, New York, Pennsylvania and Ohio combined. In other words, the area is 773,144 square miles. Its extreme length is about 2000 miles and its maximum breadth is 800 miles. The country of Mexico has approximately the same area as that of the Gulf of Mexico. If the mountains of Mexico were dumped into the Gulf they would just fill it up to the desired level for early potato production.

Mexico is supposed to have been first peopled by the Toltecs, an Indian race from the Rocky Mountain region of the U. S. A. In the course of centuries they were displaced by the Aztecs, the name of the most interesting of the indigenous tribes of America and the most powerful of those who occupied the plateau of (Anahuac), Mexico at the time of the conquest in the 16th Century. Their history has been traced to the 12th Century. They founded Tenochtitlan (now Mexico) in 1325, and were subjugated by Cortez in 1519.

We need not spend time over the speculations of the remote antiquity of Mexico. At best, such speculations would merely betray mankind into believing what it most wished to believe—into building for itself a city of dream castles like the pyramids themselves designed from the imagination and constructed as a refuge from the perplexities, injustices, disappointments or traditions of everyday life by a people whose time hung heavy upon their hands. As a race, they have withered from the land. Their arrows are broken, their springs are dried up, their cabins are in the dust. Their council fires have long since gone out. Their degraded offspring crawls upon the soil where walked in majesty his noble ancestor only to remind us how miserable is man when the foot of the conqueror is on his neck. Ages hence, perhaps another inquisitive being, as he stands by some growing city, will ponder on the structure of our disturbed remains, and wonder to what manner of persons we belonged. And we

too will live only in the songs and chronicals of our exterminators. And they too will sing over our remains, "Here lived and loved another race of beings. Beneath the same sun that rolls over our heads, the Indian hunter pursued the panting deer; gazing on the same moon that smiles for you, the Indian lover wooed his dusky mate. Here they warred; the echoing whoop, the bloody grapple, the defying death song, all were here; and when the tiger strife was over, here curled the smoke of peace".

The worst mankind has to fear is defeat and extermination; the best mankind has to hope for is to become a forgotten stepping stone on the road to higher things.

The ancient Mexicans left the pyramids behind—more vast than those of Egypt. Their stepping stones lead to the very top of the pyramids but here they end with not a semblance of a suggestion of the *Higher Things*. Our own civilization has the Empire State Building, the Boulder Dam, the Panama Canal, but these alone will not prevent defeat and extermination. Mexico has her Palace of Fine Arts, her National Museum, her famous Shrine of Guadalupe, but these alone will not become the forgotten stepping stones on the road to *Higher Things*.

Mexico is a country of great extremes. Her highest mountains are 4000 feet higher than the highest in the United States. Their heights are so great that one does not appreciate that their bases are resting on a plateau over 7000 feet high. The highest peak rises 18,250 feet above the sea level.

Owing to the varying altitudes from the sea level to 18,000 feet within the torrid zone, all the climates of the earth are in Mexico—from perpetual hot to perpetual cold. They all may be experienced in a day's time. The temperate zone is found at altitudes between 3000 and 6000 feet. From 7000 feet elevation upwards is the cool zone, with a mean temperature of about 60 degrees. The largest population centers including Mexico City are in this zone. The days are comfortably warm and the nights fairly cool.

(Continued on page 20)

What Price

By S. R. POOLE, Marketing Specialist, Potato Interests

What is the price of potatoes? What should be the price of potatoes or how is the price of potatoes determined? These are questions that often disturb the mind of many potato growers as well as the minds of the consuming public.

The man in the market will say that quality determines the price. The grower will say that the number of bushels grown by his neighbors or the number of bushels grown in other states determines the price. The part time jobber politician will say that business conditions set the price. The huckster is silent. Along comes the student of Economics and sums up all the determining factors in a few words by saying the law of supply and demand sets the price. The law of supply and demand does more nearly cover the situation from a nation-wide standpoint or it may be more directly applied to a State; an area of Commercial Production where there is organized marketing and where growers have to depend on distant markets as an outlet for their crop. But, this law can hardly be said to apply to a State or a commercially producing area where the market is at the front door as is the case in this State.

To more nearly determine the factors that set the price of our Pennsylvania potatoes, our marketing season may well be divided into three periods, each period having its determining factor or factors, viz:—

- 1st. The harvesting season. This marketing period being controlled by (a) The Grower who does not have enough potatoes to warrant his giving any thought to marketing. (b) The Grower who wants to move his potatoes before time to harvest other crops. (c) The Grower who has poor quality (perhaps hollow-heart) and must move the crop before the better potatoes come on the market. (d) The Grower who becomes panicky either because he lacks market information or has accepted the advice of some one who actually has

no knowledge of the market outlook.

- 2nd. Fall and winter season. We find this period controlled principally by the growers who are forced to sell because they do not have ample winter storage facilities.
- 3rd. The Winter and early Spring season. By this time we begin to realize what a tremendous part the itinerant huckster has been playing in setting the price, especially in our smaller and even our larger markets in and near the area of heaviest production. When the smoke is all cleared away and the huckster has taken his toll, it might well be said that he is the main determining factor in setting the price of our Pennsylvania potatoes.

If we should analyze the hucksters marketing system we would find that his market is determined by his ability to out talk the growers, using extreme apparent facts to stress a change in the market, usually a downward change. In other words a small drop in the market usually produces a ripple that is a tidal-wave when it hits the grower.

We should not forget the influence of that grower who never knows the value of his potatoes and has no idea as to what price he should receive for his potatoes. He will soon have his farm under a mortgage and his neighbor growers on the road to starvation before he ever gets wise. For example; some few days ago I was in a produce warehouse when farmer "A" was trying to sell his potatoes at .75c per bushel, which was the market price for good stock. Farmer "B" walked in with a bag of potatoes and opens it up before the buyer, displaying just as good quality as farmer "A". When the buyer asked what he wanted for his potatoes, farmer "B" replied by saying that he thought he should have .50 cents per bushel. The buyer looked over his shoulder at farmer "A" and said: "I can buy all the good quality potatoes I want for .50 cents." I did not listen to farmer "A" 's comment.

(Continued on page 20)

Observations and Ideas on Potato Culture

By J. B. R. DICKEY
The Pennsylvania State College

The grower who intends to continue producing large and economical crops of potatoes must study his business from all angles. He must be ready to change his practices if and when changes are proven necessary or desirable, but he should not be unduly influenced or led away by new and untried enthusiasms. "If a fact is true it can be proven" and many things we hear or read are not proven, especially for the individual grower's particular conditions.

In the first place, what about potato rotations? Our oldest and most consistently successful potato section is doubtless Lehigh and Northampton Counties where a three-year rotation of potatoes, wheat and alfalfa mown for hay one year has been and is being used. Where alfalfa does not do so well, clover and timothy seem to serve just about as well. Attempts to shorten this rotation have not seemed to work well in the long run. Many complaints are heard that while sweet clover, in a two-year rotation with potatoes and wheat, produces good potato crops for a few years, serious trouble with soil washing on rolling land soon follows, and the soil cannot be kept in the good physical condition so essential for satisfactory, potato growing, becoming too hard and lifeless before the end of the potato season. The organic matter supplied by one-year old sweet clover is too soft, and rots up and disappears too quickly, compared to the more mature roots, stubble, etc., supplied by older sods. If the sweet clover could be left another year and the entire crop worked in, results might be better, but this would not be very economical. Besides, the thing which puts and keeps soil in good condition, and reduces washing, is roots, rather than top, preferably rather mature fibrous roots, not the succulent, parsnip-like roots of sweet clover which have completely disappeared six weeks after plowing.

The potato-soybean rotation has never proved very popular and we have little evidence as to what its effect may be on the soil in a term of years. The possibilities of harvesting the beans with a combine, leaving the mature stems and

leaves on the land, makes such a rotation more interesting from the economic standpoint. Soybeans, however, like buckwheat, have a small root system and fields in which they are grown for several successive years are apt to wash terribly due to lack of binding roots. Combining soybeans generally comes too late to follow with rye or wheat for winter cover, and to furnish more live, fibrous material for spring plowing. Most of our potato soils are sweet enough to grow clover. It would seem after all that the fellow who can use or sell legume hay and run a three-year rotation and still not have too much insect damage has the most generally satisfactory system. On soils too sour even for red or alsike clover to succeed, it may be possible to get these clovers with not over 1000 pounds of some quickly available form of lime, possibly with part or all of it drilled on along with the clover seed. These small amounts would not have much effect on the reaction of the soil when it comes back to potatoes. The use of more adequate amounts of lime, or efforts to grow sweet clover or alfalfa through heavy liming, in a potato rotation may lead to scab troubles, especially with the potato varieties more susceptible to scab.

In the matter of fertilizers for late potatoes, one may well stick to proven principles of a moderate amount of complete goods, such as a 4-8-8, unless vine growth has seemed excessive. We seem to be getting more of this on good farms where both manure and a legume sod are turned down. We want the ground pretty well covered with vines for the sake of shade and adequate leaf surface, but undue stimulation of top growth often results in a delayed and light set of tubers and a disappointing yield, especially if drought or frost shorten the growing season. Where there is trouble with blight, too much succulent top growth certainly complicates the spraving problem. Excess vine growth results from abundant nitrogen and may be reduced by cutting down, or even cutting out, the nitrogen in the fertilizer. Our fertilizer tests, run when nitrogen was

(Continued on page 18)

THE GUIDE POST

Published monthly by the Pennsylvania
Cooperative Potato Growers, Inc.

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All communications should be addressed to E. B. Bowers, Secretary-Treasurer and General Manager, Bellefonte, Pennsylvania.

DAYS OF APRIL

By thinking pleasant thoughts today
I'll strew with flowers all my way,
And maybe scatter unto others
The seeds of joy to help my brothers;
And when the night has come along
Those thoughts will fill my dreams with
song,
And maybe ease some passing sorrow
That might await me on the morrow
By giving me the smiling start
That comes from cheerfulness of heart.

John Kendrick Bangs

"It is evident that the Cooperative movement is growing in the United States at present at a rate unprecedented in this county, and probably faster than it has ever grown elsewhere. Man in general, and rural society in particular, can be saved from self destruction and chaos brought about by hatred and greed only by Cooperation, a practice in harmony with the essentials of Christianity."—*The Christian Century*

Fifth Annual Fruit and Vegetable Inspectors' Training School

STATE COLLEGE, PA.

APRIL 12, 13, 14, 1938

DAIRY BLDG.—ROOM No. 3

SCHEDULE OF CLASSES

Tuesday—April 12th

1:15—1:45 P. M.

Penna. State College Welcome—Prof. F. N. Fagan.

Registration—Distribution of Material
"Outline and Purposes of the Course"—
D. M. James.

1:45—2:45 P. M.

"Origin, Growth and Present Use of
Federal and State Grading and Marketing
Services."—D. M. James.

2:45—3:30 P. M.

"Potato Grading in Pennsylvania" (Illustrated)—R. B. Donaldson.

3:30—4:30 P. M.

"Grading Tomatoes and Other Canning
Crops in Pennsylvania"—R. R. Wilkinson.

7:30 P. M.

"Principal Diseases of Pennsylvania
Fruits and Vegetables". (Illustrated)
—Dr. R. S. Kirby.

Wednesday—April 13th

9:15—11:00 A. M.

Apple Grading—Individual Instruction

11:00—11:45 A. M.

"Shipping-Point and Cannery Grading
Projects In Pennsylvania" — D. M. James.

1:15—2:15 P. M.

"Principal Insect Pests of Pennsylvania
Fruits and Vegetables." (Illustrated)
—John Pepper.

2:15—4:30 P. M.

Potato Grading—Individual Instruction

Thursday—April 14th

9:15—10:15 A. M.

General Summary and Review of
Course.

10:15—11:30 A. M.

Examination on Entire Course.

Granulated vs. Powdered Fertilizers

CHARLES F. NOLL

Professor of Agronomy

The Pennsylvania State College

The interesting unsigned articles in the January and February, 1938, numbers of the Guide Post on the merits of granulated fertilizers raised the question in the mind of the writer whether the data as given were exactly in accordance with the findings of the experiment stations or were complete enough to be conclusive. The second article states "Experiment Station evidence shows that this granulated fertilizer outyields the old style powdered form by as much as 40 bushels to the acre"

Really very little has been reported by experiment station workers. In order to get the results at the experiment stations, the writer asked those interested in this subject at about a dozen of the

eastern experiment stations if they had the results of trials of granular fertilizers in comparison with the powdered which they would give out for a summary in this journal. At a few experiment stations no tests had been made, and at a few others so little work had been done that the results were not ready to be published and the others sent what information they had.

Tests for Potatoes

Only 2 of these reports give the results of trials with potatoes. The first to be considered is that sent as a preliminary report by Dr. Jos. A. Chukka of Maine. This has been published by The Joint Committee on Fertilizer Application in the Proceedings. These are as follows:

1. In 1936, on farm of Frank Hussey, Presque Isle, Maine, variety Green Mountain, plots of 1 row each 190 ft. long, 4 replication, rate of application 2000 lbs.

Average Yields in Bushels per Acre

	Side Placement	Mixed lightly in the row	Average
4-8-7, regular	458	503	480.5
4-8-7, 10-20 mesh pellets	459	526	492.5
4-8-7, 6-10 mesh pellets	527	472	499.5
4-8-7, 4-6 mesh pellets	492	548	520.0
No fertilizer			357.0

In 1937. On farm of John Burns, Presque Isle, Maine, variety Irish Cobbler, plots of single rows 200 ft. long, six replications, 200 lbs. per acre.

Average Yields, Bu. per Acre

4-8-7, 40 mesh powder	401
4-8-7, regular fertilizer	423
4-8-7, 10-20 mesh pellets	416
4-8-7, 6-10 mesh pellets	405
4-8-7, 4-6 mesh pellets	426
No fertilizer	230

In 1936, the results were in favor of the granular fertilizers but this was not true in 1937.

2. Dr. H. H. Zimmerley, Director, Virginia Truck Experiment Station, kindly sent the results of a test of granular vs. powdered fertilizer conducted at Onley, Virginia in 1937. Fertilizers, 2000 lbs. per acre applied in the row by hand and thoroughly mixed with the soil, 6 replications for every treatment. Only the yields per acre of primes are given in the table below.

FERTILIZER

	5-10-5	5-8-7	6-8-4	Average
Powdered	371.1 bu.	388.4 bu.	373.5 bu.	377.7 bu.
Granular	364.6	404.2	352.7	373.8

There is apparently no difference in yield here in favor of either form.

It is reported also by Dr. B. E. Brown of the Division of Soil Fertility Investigations, U.S.D.A., in a recent letter, that in their comparisons of granular and ordinary fertilizer they have been unable to find that granular fertilizer is any better than the other.

TESTS ON OTHER CROPS

We have a few reports of comparisons of granular and ordinary fertilizer for other crops. At the risk of being tedious, we report here in some detail.

1. Dr. Warren B. Mack, Head of Department of Horticulture, The Pennsylvania State College has supplied the results of three tests at the Pennsylvania State College in 1937.

These were all on Hagerstown clay loam soil (limestone). The fertilizer was 4-16-4 in the two forms, and for each test there were three plots for each form, the ordinary fertilizer alternating with the granular.

For Cabbage—Plots 10 x 198 ft., 750 lbs. fertilizer applied in the row and mixed with the soil. Total yields reported in tons per acre.

Ordinary Fertilizers		Granular Fertilizers	
Plot	Yield	Plot	Yield
1	9.93 tons	2	12.50 tons
3	12.18	4	11.40
5	10.63	6	9.27
Average	10.91 tons		11.09 tons

For Carrots. Plots 140 x 9 ft., 1000 lbs. fertilizer per acre broadcast and harrowed in. Yields secured by harvesting 7 areas 3 x 6 ft. on each plot taken at random. Weights per acre of marketable roots given.

Ordinary Fertilizer		Granular Fertilizer	
Plot	Yield	Plot	Yield
1	13,383 lbs.	2	11,205 lbs.
3	11,689	4	10,067
5	11,132	6	11,519
Average	12,068 lbs.		10,930 lbs.

For Spinach. Plots of 6 rows 200 ft. long and 18 inches apart. Fertilizer 1000 lbs. per acre broadcast and harrowed in. Yields reported in total lbs. per acre.

Ordinary Fertilizer		Granular Fertilizer	
Plot	Yield	Plot	Yield
1	2090 lbs.	2	2178 lbs.
3	1597	4	1500
5	1476	6	1331
Average	1721 lbs.		1670 lbs.

None of these tests gave conclusive results in favor of either form.

2. Professor T. B. Hutcheson, Agronomist, Va. Exp. Station, sent the results of a test of granular and pulverized fertilizer for wheat in 1937 as given below. The conclusion is that there was no appreciable difference.

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Profitable Potato Growing

(EDITORS' NOTES The following article appeared in the April 1929 issue of "The Grange National," a paper published monthly by the Grange National Bank of Smethport, McKean County. The article is a summary of a talk given by L. T. Denniston to a group of McKean County potato growers in the spring of 1929. And now, ten years later—What of 1938? We have just come through another low priced year, yet many growers in Pennsylvania, as in 1929, show a balance on the profit side of the ledger. It was good seed, humus, proper spraying, and vision in growing, handling and marketing the crop that made this possible. The management of the Pennsylvania Potato Growers Association firmly believes that adherence to these principles in growing and marketing the 1938 crop will win.)

Profitable Potato Growing

By L. T. DENNISTON

The general farmer looks upon potato growing as being profitable in high priced years and unprofitable in low priced years. The fact remains however, that a large number of Pennsylvania farmers who look upon potato growing as a business were able to show a balance on the profit side of the ledger in a low priced year such as we have just passed through. In years of average or high prices the profit made by these growers gives proof of why potato growing is looked upon as a business by them.

What are the factors then that carry these growers through the low priced years and return them so handsomely in average or good years? They can be summed up in four fundamental points as follows: (a) vision; (b) humus; (c) good seed; (d) spraying.

How keen is your mental power? What is your conception of a good yield? Have you ever seen a 400 bushel yield? Do you appreciate the importance of growing potatoes in a business way? Do you understand the proper handling, storage and marketing of the crop? Are you in line with up-to-date cultural practices of potato growing? All of these questions have to do with vision.

Organic matter, "humus," is a vital factor in securing a good potato crop.

The legumes, common clover, sweet clover and soy beans are adapted to McKean County, according to agronomists. The plowing under of good crops of these legumes should be practiced by potato growers of McKean County. Only by following such a practice will good seed and spraying give returns which should be expected from them.

"Good seed," is a step in the right direction but the best results from this step will be dependent on a good soil condition, abundance of humus, and protection from proper spraying. Direct disease free seed or one year removed from a disease free source should be the general practice of McKean County potato growers.

Protection of the potato crop by proper "spraying," is now recognized as the most profitable operation in growing a good crop by the better growers of the state. The average yield of the better growers of the state, growing 70,000 acres in 1928, and spraying according to recommendations, was 304 bushels per acre. The average yield of the remaining acreage of the state, 176,000 acres, was approximately 60 bushels per acre.

The following representative spray demonstration of the great number conducted throughout the state shows not only the story of increased yield, but also that of quality.

R. P. McDowell & Sons, Mercer Co.

Number of times sprayed—14.

Sprayed plot yielded . . . 394.8 bu.

Unsprayed plot yielded . . 241.5 bu.

Increase from spraying . . . 153.3 bu.

The potatoes from this demonstration were graded with the following results: Sprayed plot, U.S. No. 1, 89.5 per cent; U.S. No. 1 Size B., 8.9 per cent; Culls, 1.6 per cent. Unsprayed plot, U.S. No. 1, 69.7 per cent; U.S. No. 1 Size B., 25.1 per cent; Culls, 5.2 per cent.

From the above records it is demonstrated that it pays to spray thoroughly. The average increase due to spraying last year was 131 bushels per acre in Pennsylvania. Every farmer in McKean County growing enough potatoes to make it worth while, should plan to

(Continued on page 20)

POTATO CHIPS

The schooling that a man has does not measure his *actual* education. Often brilliant college graduates neglect the cultivation of many vital characteristics of a real education—those habits of mind that mobilize cold knowledge into a powerful working tool for rich and successful living. What are some of those attributes which are able to make the least schooled as wise *at living* as the most learned professor?

Cultivating open mindedness.

Listening to those who know.

Knowing the secret of getting along with people.

To never laugh at new ideas.

To cultivate the habit of success.

To link oneself with a just cause.

Knowing it is never too late to learn.

As the second year of the Pennsylvania Coop. Marketing plan comes to a close, there are several significant facts which sock one right between the eyes. First, that the consumer demand for Blue Label pecks is becoming tremendous. Second, that with a systematized marketing plan, Pennsylvania producers have less need to worry about overproduction than any large potato producing State in the Union. Third, that it is only a matter of time before high-quality, trade-marked Pennsylvania potatoes will consistently bring higher retail prices than any potatoes offered in Pennsylvania markets and fourth that the logical trend will be from individual grading to group or centralized packing.

Have recently heard of two other agricultural groups in the Keystone State which are vitally interested in copying the Potato Marketing Plan for the systematic selling of their commodities. No reason in the world why they shouldn't give other Pennsylvania farm crops streamlined bodies on the old chassies, same as we did for the spuds!

Recently the Governors of the four States of New York, Vermont, Minnesota and Wisconsin made public statements extolling the virtues of farmer's cooperatives. These men have been successful in business, experienced in practical economies and well-schooled in the social relationships of the various groups in their States. That they have

officially approved farmers' cooperatives as the improved method of marketing is significant.

Approximately a fourth of the North Florida potato acreage is Katahdin this year, the balance Spaulding Rose. Looks like a good many "Kats" will be planted in the Lehigh—Northampton—Berks—Lebanon section this year but not so many in other sections of Pennsylvania. Plenty of Nittany acreage, with all available seed said to be sold.

Was interested in report in March Guide Post showing January sales of trade-marked potatoes this year nearly double the sales of last January. This record is especially noteworthy since eastern Counties alone shipped increased volume this year, after western Counties, active last year, were cleaned out.

Geo. W. Russell, the editor of the "Irish Statesman" once wrote the following, which is as true in the good old U. S. A. as in the Emerald Isles. "We hear the cry of 'Back to the land' continually, but for one who goes back, dozens go away. The miracle to be wrought is the creation of rural civilization. Civilization implies some measure of luxury and comfort. It can only be attained when the community is organized and has strength to retain some surplus of wealth beyond what is required for the bare necessities of life. The organized industry, the organized communities, are always wresting any surplus from the unorganized. The business mind of the country must be organized to counter the business mind of the town. The fact is that farmers have allowed control of their industry to slip out of their hands and they are squeezed because the organized industry always unloads its burdens on the unorganized. If farmers are to retain a surplus of wealth beyond the bare necessity of life, if they are to permanently see in the rural districts the comforts and luxuries of the city, they must make it their steady persistent and fundamental policy to work towards complete control over the sale of all the produce of the countryside, its live stock, its crops, its by-products, so that they can act in their own interests through their own agents in distant markets, and push their produce with the energy of self-interest."

"BILL SHAKESPUD."

How Phosphorus Improves the Quality of Potatoes

BY V. SAUCHELLI, Agronomist, Baltimore, Md.

Potato growers in Pennsylvania will be interested in knowing what potato growers in other parts of the country are learning about the influence of phosphorus in producing higher grade and more profitable potatoes. An interesting study has just been released by the Montana Agricultural Experiment Station, which reports results of several years of very careful work on this problem. The following summarizes some of the high lights of this investigation, which appeared in Bulletin No. 334 of the Montana Station:

Phosphorous Influences on the Growing Plant

Time of Emergence and Rate of Growth: It was observed that the rows of potatoes treated with phosphorus at planting time emerged from the ground from one to four days earlier than the rows not so treated. Rapid growth of the phosphated potatoes continued for some time and maximum growth of the plant was reached ahead of all rows in which phosphorus was not used. Eventually the plants in the non-phosphated rows reached equal size. This growth rate was determined by weekly measurements of the plants.

Root Development: Where phosphorus is used, a much stronger and more fully developed root system is produced, which probably explains the earlier development of the leafy part of the plant, as it is thus provided with a better soil feeding area.

Time of Set of Tubers: During the season of 1936, potatoes were dug at intervals and on the phosphate-treated plants well-developed tubers were set before there was any appearance of tubers where phosphorus was not applied.

The culminating effect of these results—earlier emergence, rapid growth early in the season, and early set—may make quite a difference in the ultimate crop.

Influence of Phosphorous Upon the Crop Produced: Yield is the first thing that most individuals think of as the factor in determining the value in a fertilizer program. It may not, however, be

first to be considered in all cases, as marked improvement in grade and maturity might be the determining factor in market values. Usually increased yields followed from the use of phosphorus. However, a variety of factors influence the results. Soils and their deficiencies vary, and the results may vary with different varieties of potatoes. In some fields the use of nitrogen with phosphorus or ammoniated phosphate, or the use of barnyard manure preceding the phosphates has modified the results.

Grade: From the standpoint of grade, the potatoes have been classified in a number of very narrow divisions. The difference in size, and the number and weight of potatoes of each size has been determined. Tubers have been divided into grades. Those in the No. 1 grade have been subdivided into the smooth and well-shaped tubers and those which were a little rough and slightly ill-shaped. When studied on this basis, it is generally found that the gain in grade materially exceeds the gain in total yield. In 1936 one plot showed an increase in yield of 35 per cent but an increase of 108 per cent in smooth, well-shaped tubers. Such records are not uncommon and seem to indicate that phosphorus improves the grade.

Measurements as to length and width show a definite tendency of phosphorus to produce a blocky type of tuber, with a marked reduction in pointed ends.

The size distribution in grades is another influence of phosphorus, particularly noticeable in studying the culls. Phosphated plots produce a smaller percentage of large culls, and the average size of cull tubers is generally less than in check plots.

Maturity: The importance of maturity of potatoes grown in the mountain areas of Montana can scarcely be overstressed because of our short growing season as contrasted with that of many other potato districts. In this connection, phosphorus is a distinct factor because it definitely hastens maturity. Maturity has been measured in terms of skin slipping. A much smaller area of the surface of tubers from plots where phos-

phorus has been applied is subject to such injury.

Cracking of the Bliss Triumph variety at harvest time is much less when the crop has had an ample supply of phosphorus and in some cases this trouble has been almost entirely overcome. In the same field without phosphorus, as much as 40 per cent of cracked tubers have been found. Uncracked tubers have better storage qualities and go into higher grades.

Mechanical Injury: Less damage from the handling incidental to harvesting operations is found in potatoes coming from phosphated plots. Potatoes from different plots have been sacked in the field for identification and then, after a short storage period, checked as to mechanical damage. The tubers grown in a phosphorus-deficient soil show the highest percentage of damage. The percentage of tubers developing dry rot varies in accordance with the extent of mechanical damage and cracking.

RESUME OF PHOSPHORUS INFLUENCES

Phosphate-treated plants are the first to emerge in the spring.

Where phosphorus has been used, the early growth of the plant is more rapid than where phosphorus is not used.

Phosphorus brings about a larger root development combined with a heavier set of tubers and an earlier set.

The use of phosphorus generally means an increase in total yield and also a material improvement in grade.

Smoother potatoes of better shape and proportion are direct results from the use of phosphorus.

Phosphorus hastens maturity of the tubers and at digging time this is indicated by the better skin set and the better handling qualities of the tubers.

In the case of the Bliss Triumph variety, less cracking occurs where phosphorus fertilizers have been applied.

The above results are a confirmation of what has been amply demonstrated in other sections, including Pennsylvania; namely, that phosphorus is very essential in the production of the largest number of No. 1 potatoes. Therefore, potato growers should give careful con-

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Market Outlook

Since the "Market Outlook," which appeared in the March "GUIDE POST" was written the potato market has advanced substantially but recently has reacted at heavy shipping points in the East. The prevailing opinion seems to be that the present price reaction is temporary and that during the next few weeks may see a shortage of potatoes. The possibility of this shortage was noted in the October 1937 "GUIDE POST" where it was stated: "If potatoes should continue to move into consumption throughout the season at a rate 25% in excess of 1936 (37), there would not be as many potatoes left on farms in April 1938, as there were in May 1937."

There is no accurate way to determine how much more rapidly potatoes have moved into consumption this year than last, but we do know that nearly 15% more carlots have moved this year. It is quite evident that the present market outlook for potatoes is very bright. Cold weather and frost cut back to the ground most of the potatoes in the Shafter district of California. A heavy blight attack has seriously affected the potatoes in the lower Rio Grande valley of Texas. As a consequence Bliss Triumph from the Miami section of Florida have recently advanced sharply.

The stocks of late potatoes seem to be nearly depleted in all heavy shipping States except Idaho and Maine, from which the bulk of supplies will have to originate during the remainder of the season.

The Bureau of Agric. Economics has released the following report of the potato situation. "Carlot shipments of old-stock potatoes from January 1st to February 19th totaled close to 34,000 cars or an average of about 4,800 cars per week. This average rate is about 700 cars per week more than were shipped during the corresponding period of 1936, a year in which the January 1st stocks were similar to those in 1938. If the movement this year is continued at about the rate prevailing to date, the old stock will be fairly well cleaned up by the middle of May. Such a condition would make for a favorable market situation at the time the early southern crop begins to move in considerable volume. Shipments of new potatoes from

(Continued on page 18)

OVER THE PICKING TABLE

by INSPECTOR THROWOUT

Twelve Things To Remember

1. The value of time.
2. The success of perseverance.
3. The pleasure of working.
4. The dignity of simplicity.
5. The worth of character.
6. The power of kindness.
7. The influence of example.
8. The obligation of duty.
9. The wisdom of economy.
10. The virtue of patience.
11. The improvement of talent.
12. The use of Blue Label Pennsylvania potatoes for a square deal and satisfaction.

You may long for an automobile, but not to the degree that a cripple may long for your good legs.

As a general thing you'll get more good from talking to a man who has made a fortune than from a person who merely tells one.

A lot of Pennsylvania potato growers achieve quite a success in the industry by applying the old fashioned recipe—"Common Sense."

A parking space is where you leave your car to have the tail-light knocked off.

A minister, with two lovely girls, stood entranced by the beauties of a flowing stream. A fisherman happened by, and mistaking the minister's occupation, said: "Ketchin' many, pard?"

"Sir," answered the minister with dignity. "I am a fisher of men."

"Well," replied the fisherman with an admiring smile at the girls, "you sure have the right bait."

"We had not been hunting long," began a sportsman, boasting, "when my rifle cracked and there lay a rabbit dead at my feet."

"Had it been dead long?" asked his skeptical friend.

My Garden

One spade,
One hoe,
One rake,
One peck
of bulbs
and seeds
Will probably meet my needs.

One squash,
One beet,
One rose,
Will be the crop, I s'pose.

Some Friends are a Habit—Some a Luxury.

She was applying for a position as stenographer, and he questioned her thus:

"Chew gum?"
"No, sir."
"Spell cat and dog and such words correctly?"

"Yes, sir."
"Get here on time and work while you are here?"

"Yes, sir."
Then she began:
"Smoke bad tobacco while you're dictating?"

"Why, no."
"Take it out on your office force when you've had a row at home?"

"Certainly, not."
"Know enough English grammar and spelling to appreciate a good letter when it's written for you?"

"Why-er-I think so."
"Want me to go to work, or is your time so-?"

But he interrupted her eagerly:
"Say, there's a locker there for your wraps. Hang them up and let's get busy at these letters."

There are a lot of people in the world whose desire it is to put advice into the partnership into which the other fellow puts capital.

What has become of the contented housewife?

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Quality Pennsylvania Potatoes for Pennsylvanians

Appetizing Ways To Prepare Them

CREAMED POTATOES:

Cut cold boiled PENNSYLVANIA potatoes into cubes. Place in a pan and nearly cover with milk or cream. Cook until potatoes have absorbed most of the liquid. Add butter, pepper and salt, and serve immediately.

PARSLEY POTATOES:

Wash, pare, and cook small PENNSYLVANIA potatoes in boiling salted water until tender. Soften butter without melting and add parsley chopped fine. Pour over the potatoes and serve immediately. If large potatoes are used, small balls may be cut, using a French vegetable cutter.

POTATOES RICED:

Wash, pare, and cook PENNSYLVANIA potatoes in boiling salted water until tender. Force through a potato ricer or coarse strainer. Serve hot. (May be used as a border around meat or vegetables, as peas.)

SAUTED POTATOES:

Use cold boiled or steamed PENNSYLVANIA potatoes. Cut in thin slices, dice or irregular pieces. Season well and cook in a hot, well-greased frying pan. Turn frequently to prevent burning.

BAKED POTATOES PARED:

Use small PENNSYLVANIA potatoes. Wash and pare. Parboil 10 minutes; drain. Place in oven and bake until tender, basting several times with butter.

BAKED POTATOES

Select smooth, medium sized PENNSYLVANIA potatoes. Clean thoroughly with a vegetable brush and place in baking pan or rack in oven. Bake until soft, usually about 40 to 60 minutes in a hot oven. Before serving squeeze potato to soften and cut two slits across the top at right angles to each other, squeeze potato at bottom enough to open slits and force inside up, put in piece of butter, sprinkle with paprika, and serve hot.

The skin is more tender if rubbed with fat before baking. The skin should be eaten as this furnishes minerals and vitamins which are otherwise wasted.

SCALLOPED POTATOES

6 raw PENNSYLVANIA potatoes, sliced thin.
1 cup milk.
Bread crumbs.
Butter.
Salt and pepper.

Put a layer of sliced potatoes in a buttered baking dish, sprinkle with salt, pepper and bread crumbs. Dot with bits of butter. Repeat until dish is filled. Pour on the milk and bake in a moderate oven (350° F.) about 1½ hours.

HASH BROWN POTATOES

1 pound salt pork, diced.
2 cups cold boiled PENNSYLVANIA potatoes.
½ teaspoon pepper
Salt.

Fry salt pork until there is about ¼ cup of fat. Remove the pork scraps and mix with the potatoes, salt and pepper. Fry for three minutes stirring constantly. Brown. Fold like an omelet and serve hot.

POTATO SALAD

8 boiled PENNSYLVANIA potatoes.
1 stalk celery, diced
2 hard cooked eggs, sliced
1 onion, minced
1 tablespoon minced parsley
2 eggs, well beaten
1 cup sugar
½ cup vinegar, diluted with
½ cup cold water
¼ teaspoon dry mustard
½ teaspoon salt
¼ teaspoon pepper
4 slices bacon, diced

Boil potatoes in their jackets. When soft, peel and dice. Add the celery, sliced hard cooked eggs and onion. Fry bacon in skillet until crisp and brown. Beat the eggs, add the sugar, spices, vinegar and water. Mix well. Pour egg mixture into the hot bacon and fat and stir until

Over the Picking Table

(Continued from page 13)

The best time to hold on is when you reach the point when the average fellow would quit.

Legs to the right of us,
Legs to the left of us,
Legs in front of us,
How they display them!
On they go trippingly,
Dainty and skippingly
Frosts that bite nippingly
Does not dismay them.

Straight legs and bandy ones,
Bum legs and dandy ones,
Awkward and handy ones
Flirt with the breeze.
Round legs and flatter ones,
Especially the latter ones,
Showing their knees.

Knock-kneed and bony ones,
Real legs and phony ones,
Silk covered tony ones,
Second to none.
Straight and distorted ones,
Mates and ill sorted ones,
Home and imported ones,
"Ain't we got fun?"

Don't be afraid of what "people will think"—people don't think about you half as often as you think they do.

mixture thickens (about 10 minutes). Pour over the potato mixture and mix lightly. Let stand in cold place several hours before serving.

Buyers Praise Association Pack

The Pennsylvania Potato Growers' Association's phenomenal potato week, staged during the Farm Show under the direction of L. T. Denniston and S. R. Poole, both of the Department of Potato Interests, has brought forth interesting and flattering comment from growers, consumers and distributors.

In answer to a query from Mr. Denniston regarding consumer's acceptance, Mr. C. R. Matthews, Superintendent, Harrisburg Office, the Great Atlantic &

Pacific Tea Company, has written as follows:

"Replying to your letter of January 31, regarding consumer's acceptance of Pennsylvania Blue Label potatoes. No doubt, you will be pleased to know that the sale of these potatoes exceeded my expectations. For the week in question, I placed these potatoes in all of the seventy-two stores in the Harrisburg division, and we have not received a single complaint.

"In my opinion the Pennsylvania Potato Growers, through their Association, are now ready to bid for the potato business against any competition—that is, so long as the established quality and grade are maintained and values are held in line as at present. We will continue to feature these in our stores so long as they are available.

"If I can be of any further assistance through our organization, please feel free to call upon me at any time. Again thanking you for your fine cooperation in making deliveries, I remain,

Yours truly,

C. R. MATTHEWS
Superintendent"

WHITEROCK on your farm meets every modern demand of a liming material.

Spring is the time to purchase and apply WHITE-ROCK AGRICULTURAL lime and AGRICULTURAL PULVERIZED LIME-STONE.

LIME

The key which unlocks the storehouse of greater profits on the farm.

Write for prices and complete information.



WHITEROCK QUARRIES
Bellefonte, Pa.

GRANULATED vs. POWDERED FERTILIZER

(Continued from page 8)

Plot	Treatment per acre	Bu. wheat per acre
1	No fertilizers (check).....	34.17
8	No fertilizers (check).....	33.37
2	300 lbs. granular 0-12-5.....	40.00
3	300 lbs. pulverized 0-12-5.....	37.50
4	300 lbs. granular 0-20-0.....	34.17
5	300 lbs. pulverized 0-20-0.....	35.00
6	300 lbs granular 2-12-4.....	40.83
7	300 lbs. pulverized 2-12-4.....	41.66

3. Professor A. T. Wiancko, Chief in Agronomy, Indiana Agr. Exp. Station sent the results published by Professor S. D. Conner in *The American Fertilizer*, Nov. 17, 1934. Here pellet and powdered phosphate were applied in a layer and mixed with the soil. This is a pot test and yields are the weights of corn in grams. This was on soil with a pH 5.5.

	Pellet Phosphate		Powdered Phosphate	
	Layer	Mixed	Layer	Mixed
Corn, 1931	150	120	173	81
Corn, 1932	75	80	107	79
Average	112	100	140	80

Here the powdered superphosphate was superior to the pellet form when applied in a layer but the reverse was true when the phosphate was mixed with the soil. Professor Conner thought the superiority of granular phosphate to the powdered when mixed with the soil was due to the fact that the phosphate in the granular form was not fixed so quickly.

4. C. B. Sayer, Chief in Research in Vegetable Crops at the Geneva, New York Experiment Station, considered tests of granular fertilizers in comparison with powdered for tomatoes in 1936 and 1937.

The yields secured in 1936 as given below were published in *Farm Research*, Jan. 1, 1937. The gains were consistently in favor of the granulated fertilizer. In this test 600 lbs. per acre 4-16-4 fertilizer was applied.

	No fertilizer	Broadcast		In bands 2½ inches to each side, 3 in. deep	
		Powdered	Granulated	Powdered	Granulated
To Aug. 31 .....	.74	1.10	1.29	1.33	1.49
To Sept. 10	1.62	2.53	3.15	3.08	3.53
To Sept. 30	6.62	8.52	9.51	8.88	9.65
Gain due to fertilizer	1.90	2.89	2.26	3.05	

Unpublished results secured in 1937 were supplied by Mr. Sayre for 1937, which are given below. Plots of 1/25 acre replicated three times.

	Yields in Tons per Acre	
1. 1200 lbs. 4-12-4 powdered, broadcast	8.33	
2. 600 lbs. 4-12-4 powdered bands, plus 600 lbs. side	10.93	
3. 1200 lbs. 4-12-4 granulated, broadcast	8.55	
4. 600 lbs. 4-12-4 granulated bands, plus 600 lbs. side	10.32	

In this test 1 and 3 are directly comparable and 2 and 4. In the broadcast applications the granulated had a slight advantage and in the split applications, the powdered was ahead.

5. Robert M. Salter, Chief in Agronomy, Ohio Agr. Exp. Sta. sent the unpublished results of a test with corn in 1937 as given below. These fertilizers were all 2-12-6. Plots were quadruplicated.

(Continued on page 22)

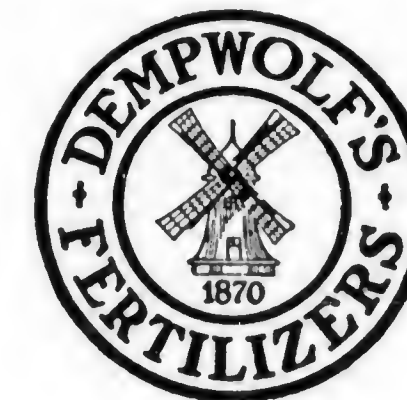
The back-yard gardener, seeking varietal suggestions, has more than 20,000 different varieties of Irish or white potatoes to select from, according to the Pennsylvania Department of Agriculture.

All of these varieties may be found on one experimental plot near Coudersport, Potter County. On another experimental farm at Hershey are 5,439 varieties of potatoes.

The school boy says, "Whatever goes up must come down, on your head or on the ground." The scientist says "The laws of gravitation have never failed." The theologian says "The laws of retribution are inevitable." Bill Shakespud says, "Your potato industry will be exactly what you make it, nothing more, nothing less."

What is this thing called cooperation? Webster calls it the act of concurring in effort or labor. Because some cooperatives have failed through the lack of cooperation of the members, can we say that cooperation is a failure? As well to say that the Golden Rule is a failure because everyone does not practice it.

A BETTER YIELD IN EVERY FIELD



York Chemical Works
YORK, PA.

Years of Experience . . .

Together with the desire to help solve the individual problems of those who require special or out of the ordinary equipment for the potato warehouse has placed the name BOGGS foremost in the minds of all potato and onion growers and shippers.

BOGGS are pioneers in the manufacture of Potato and Onion graders and cleaners and have more machines in use than all other makes combined.

Your inquiry will be appreciated.

Boggs Mfg. Corporation

Atlanta, N. Y.

Detroit Lakes, Minn.

Observations and Ideas on Potato Culture

(Continued from page 5)

figured as ammonia, nearly always showed that over 4% ammonia, at the rate of 800 pounds per acre with manure and 1200 pounds without manure, gave larger vines but a smaller crop. In terms of nitrogen this was only 3.2%, or 25.6 and 38.4 pounds of nitrogen per acre. Rather than reduce the percentage of nitrogen, and get a "lower grade" of fertilizer, one might better raise the phosphoric acid and potash and use less of the mixture per acre, as in a 4-10-10 or 4-12-12. The evidence indicates that it is advisable to keep the phosphoric acid and potash balance about equal, and that mixtures, such as a 3-12-5 may not be generally satisfactory.

The fertilizer nitrogen for late potatoes is principally useful to give a good start and good early growth. There will be plenty of soil nitrogen available later in most good potato land. Consequently, most, if not all, of this nitrogen might as well come from the cheaper mineral, rather than the slower animal, sources. So-called special potato fertilizers, and those containing some of the so-called rarer plant food elements may be worthwhile on poor, sandy or abnormal soils which are never manured, but should be made to very definitely prove their extra value on the farm in question, before one spends much extra money for them.

It seems strange that double-strength goods have not become more popular among potato growers. Applications are heavy enough to involve considerable handling labor and to make anything the amount in half both entirely practicable and very desirable. There seems to be plenty of experimental evidence that double-strength goods have been just as good, and the saving in cost, freight, handling and hauling, is very much worthwhile. One can buy twice as much plant food in double-strength for only about half again as much money. Perhaps the delay in popularity of high analysis goods is due to the lack of sales effort. The smart potato grower buys his requirements rather than have someone sell them to him.

Granular mixed fertilizers seem to be just as good, though little if any better, in actual tests as the old style dusty fertilizers. They are apparently a forward step and will greatly reduce drill-

ing troubles and the burning dust in the farmer's eye. Granular superphosphate also opens up new possibilities for worthwhile savings through home mixing. With old style phosphate as a base, there was always the danger of drilling troubles unless one went to the trouble and expense of including some sort of dryer and conditioner when mixing phosphate with mineral nitrogen and potash carriers.

How Phosphorus Improves The Quality of Potatoes

(Continued from page 12)

sideration in selecting that fertilizer which conserves phosphoric acid best, so that the potato crop can make the fullest use of it. From many scientific centers comes word that granulated fertilizers have demonstrated that their form retards fixation of available phosphoric acid in the soil and thereby permits the growing plant to make much better use of the total available supply of phosphorus carried by the fertilizer. Such experiment stations as the Geneva, New York, Maine, Wisconsin, California, Maryland and Ontario have gone on record in support of this claim.

Market Outlook

(Continued from page 12)

Florida are increasing steadily; movement during the week ended February 19th totaled about 200 cars. This, however was 40% less than came from Florida during the same week last season."

Growers in Pennsylvania who have potatoes in good condition and in proper storage to hold into late April or May, might well afford to hold some stock. Present indications seem to point to a higher market and the possibility of a substantial price decline before shipments of new stock become heavy, seem remote.

Teacher — "What is cowhide chiefly used for?"

A boy raised his hand.

"Tell the class," she encouraged him.

"To keep the cow together," was the reply.—*Dairymen's League News.*

EQUITABLE *Paper Bag* COMPANY INCORPORATED

makers of

Better Bags for Every Need

POTATO SACKS

GLASSINE POTATO CHIP BAGS

PROMPT *Deliveries*

RELIABLE *Quality*

ECONOMICAL *Prices*

314 Scholes Street, Brooklyn, N. Y.

Mexico

(Continued from page 3)

Mexico is extremely dry or extremely wet. When it rains it pours. The rainy season is from June to November. Then daily rains are regular events. It is said that one may set his watch by the thunder showers each day.

The vegetation is from bleak and barren to the thickest jungle. The soil in the low lands is deep and fertile on the slopes washed away. Agriculture is and always has been the chief occupation of the Mexican people. It still takes two or three farmers in Mexico to feed one urban dweller. Most of the farming is still done by hand. Those who believe machinery in agriculture has caused the depression ought to go to Mexico. There is still plenty of hand work down there but poverty has not left the farm.

The total value of Mexico's agricultural products is \$600,000,000 a year. The total annual value of Pennsylvania's agricultural products is approximately \$300,000,000.

The population of Mexico is 16,000,000. The population of Pennsylvania is 10,000,000. The great crop of Mexico is corn. It is the basic food of practically all the people. The Mexicans are not potato consumers, whether from habit or necessity we were unable to determine. Some of the country looked like it might be adapted to potato production, but there were no potatoes. That is what we missed most when we stopped to eat. All farm products seemed to be sold through large market houses or right from the street. Everything was a jumble. No grading, no standardization of fruits and vegetables. Just brought in as it was harvested—all the big ones, all the little ones, all the cut ones, all the rotten ones—no packs or packages. Just little dirty hands holding up this, that or the other thing, imploring one to buy! Here is bartering to perfection! The seller starts high and the purchaser starts low. Theoretically the producer gets most of the consumer's dollar but in actual practice, the producer is reduced to but little above the beggar. The rural people of Mexico have no educational advantages. Instead of not only free but compulsory education as in Pennsylvania, the Mexican children have no schools. There are no improved rural roads in Mexico. No telephones, no electric light, no radios. They use their heads

for carrying their burdens. They have no labor saving devices except the burro which is used extensively for transporting supplies of all kinds from logs and brick to pigskins filled with pulque, a native drink most similar to hard cider but made from a type of cactus plant.

There is great wealth in Mexico as exemplified by her magnificent public buildings, her cathedrals and fine churches. If the value of some of these buildings had been put into free and compulsory education, life might have been made brighter for the masses.

About six per cent of the population of Mexico is pure Spanish descent. About one-half of the remainder, a mixture of Indian and Spanish, and the rest pure Indian. The language is Spanish.

What Price

(Continued from page 4)

This very thing is happening every day and we wonder why we cannot sell our own potatoes in our own markets at a price in line with the general market!

Be the price what it may, the customer always pays too much and the grower receives too little.

Profitable Potato Growing

(Continued from page 9)

spray his potatoes properly if he has access to a sprayer.

Farmers often get the thought that the potato acreage in Pennsylvania is rapidly increasing. To answer this question we need only contrast 1928's acreage of 246,000 acres with the acreage of 1910—320,000 acres. This is a decrease of 74,000 acres over a period of 18 years. This has been due to other states claiming our markets and growers within our own state becoming discouraged through results of unprofitable practices.

Good yields of a quality product should be our goal. Let us keep in mind the principles that have brought results—vision, humus, good seed, and proper spraying.

(NOTE: The acreage devoted to potatoes in Pennsylvania in 1937 only slightly exceeded 200,000 acres.)

Wouldn't you like

to fertilize potatoes without creating a dust storm? to grow the best yields on every row?

to use a scientifically blended and prepared fertilizer?

Sure You Would

That's why more and more farmers like

DAVCO

Granulated

FERTILIZER FOR POTATOES

8-16-14 — 4-8-8 — 4-8-7

and other analyses recommended by PENN STATE

THE DAVISON CHEMICAL CORPORATION, Baltimore, Md.



Eureka Potato Machines

Make Money for Potato Growers

Eureka Potato Machines take hard work out of potato growing. They reduce time and labor costs. They assure bigger yields.

Potato Cutter
Cuts uniform seed. Operates with both hands free for feeding.

Potato Planter
One man machines doing five operations in one. Over twenty-two years' success.

Traction Sprayer
Insures the crop. Sires, 4 or 6 rows. 60 to 100 gallon tanks. Many styles of booms.

Riding Mulcher
Breaks crusts, mulches soil, and kills weeds when potato crop is young and tender. 8, 10 and 12 ft. sizes. Many other uses, with or without seeding attachment.

Potato Digger
Famous for getting all the potatoes, separating and standing hard use. With or without engine attachment or tractor attachment.

All machines in stock near you. Send for complete catalogue



POTATO PLANTER



POTATO DIGGER



TRACTION SPRAYER



RIDING MULCHER

Many Growers who produce the largest yields in various Potato districts use Eureka Potato Machinery

EUREKA MOWER CO. UTICA, N. Y.

GRANULATED vs. POWDERED FERTILIZER

(Continued from page 16)

			Average Yield Corn per acre, 15½% water.
Check, unfertilized	.....		36.8
U.S.D.A. granular,	100 lbs. in hill	.....	65.3
U.S.D.A. powder,	100 lbs. in hill	.....	64.6
Commercial granular,	100 lbs. in hill	.....	60.6
U.S.D.A. granular,	200 lbs. broadcast	.....	46.3
U.S.D.A. powder,	200 lbs. broadcast	.....	45.7
Commercial granular,	200 lbs. broadcast	.....	49.4
U.S.D.A. granular,	100 lbs. in hill, 200 lbs. broadcast		62.3

It could not be said that either form was superior to the other in this test.

The same investigator reported a test of both hill and broadcast applications of the two forms of 2-12-6 fertilizer for corn in 1936 in Proceedings of the National Joint Committee, Committee on Fertilizer Applications for 1936, p. 12, in which there were no significant differences between the two forms.

CONCLUSIONS

Considering all the Exp. Station tests of which we have knowledge, no strong claim can be made that granular fertilizer is superior to the powdered in effect on yields. Where the results favor the granular, namely for potatoes in Maine and for tomatoes at Geneva, the next year at each place there were no differences. In the pot test at the Indiana Exp. Station, the granular was superior when mixed with the soil but not when applied in a layer.

None of the tests indicated that the granular form was objectionable.

The granular fertilizer drills evenly and can be easily broadcast by hand.

A Seaman's Apology

A fussy old lady on a small steamer had worried the life out of one of the deck hands by asking him several foolish questions, and, being fed up with a more than usually idiotic inquiry, he said: "Ogotoell!"

"You rude man! I'll report you to the captain."

This was done and the sailor was told to make it all right . . .

"Are you the woman I told to go to 'ell?"



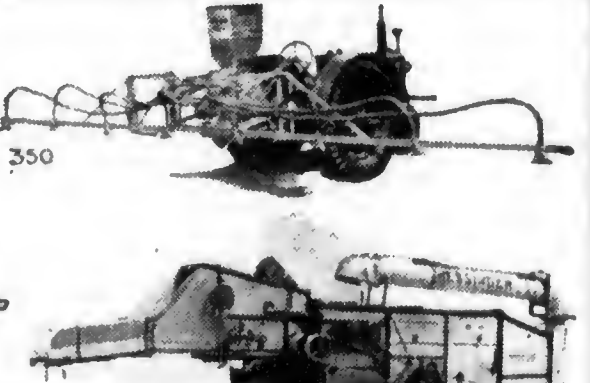
"Yes, you coarse fellow, I am."


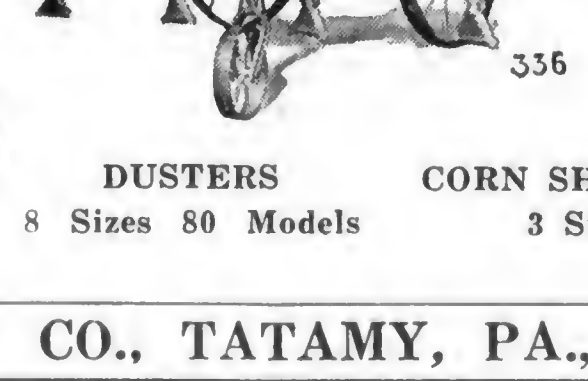
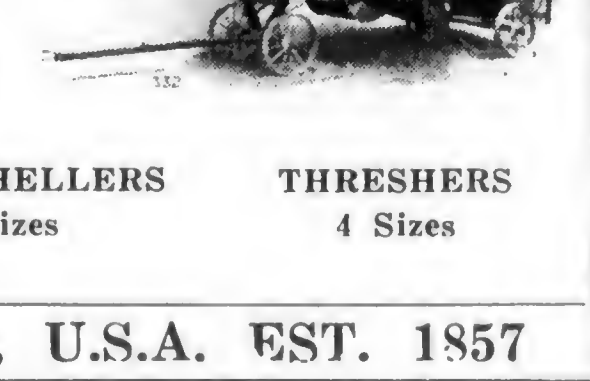
"Well—skipper says you needn't go."
—Montreal Star.

Agent—"Sir, I have something here which will make you popular, make your life happier, and bring you a host of new friends."

Student—"I'll take a quart."

MESSINGER

DUSTERS
8 Sizes 80 Models

CORN SHELLERS
3 Sizes

THRESHERS
4 Sizes

MESSINGER MFG. CO., TATAMY, PA., U.S.A. EST. 1857

Say neighbor!

try this

AGRICO

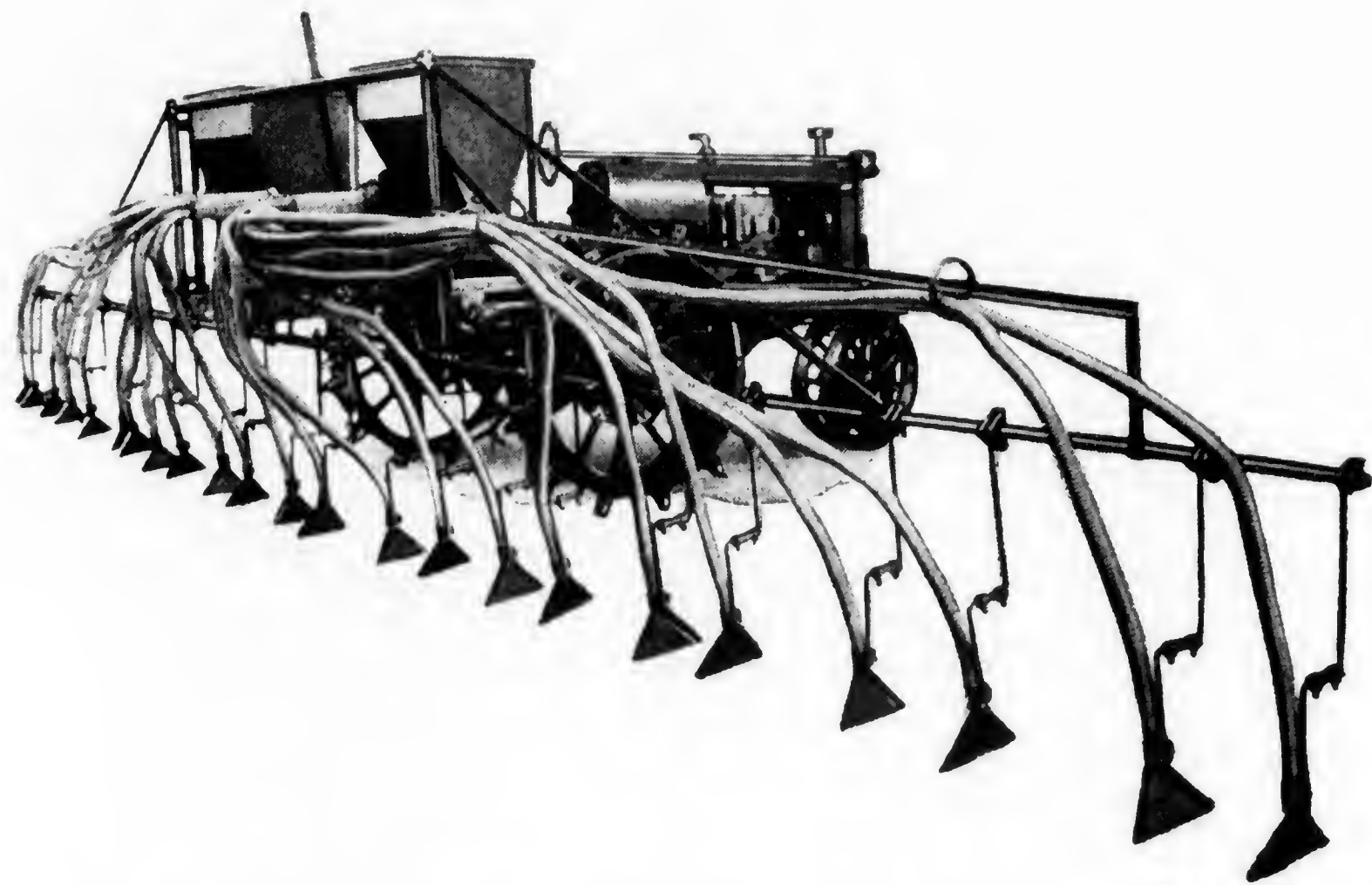
it's great stuff!



**THERE IS
A BRAND
FOR EACH
CROP**

THE NATION'S LEADING FERTILIZER

Agrico Is Manufactured Only By
The American Agricultural Chemical Co.
 BALTIMORE, MD. — BUFFALO, N. Y. — CARTERET, N. J.

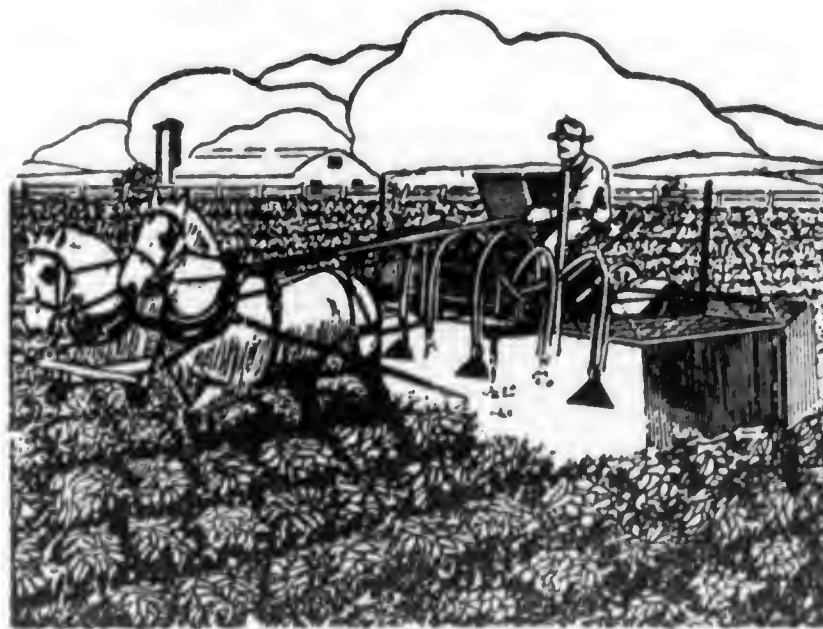


Twelve Rows at a Time!

Mobilize this speedy and lethal defense in your war against bugs and pests.

THE FARQUHAR TRACTOR DUSTER ATTACHES TO YOUR TRACTOR. SIDE OR REAR POWER TAKE-OFF. 8 TO 12 ROWS—DOUBLE HOPPER.

Gives you that quick and complete coverage so important in successful crop protection . . . An air manifold provided with adjustable foils assures an equal flow at all nozzles . . . High speed aluminum fan supplies a high pressure blast of dust which reaches all parts of every plant . . . nozzles adjustable to any position . . . For smaller growers—The Farquhar 4 to 6 Row Tractor Duster or the 4 to 6 Row Traction Duster . . . We also offer a complete line of power and traction sprayers, from a small power machine to large combination outfits.



The Farquhar "Cavern" Duster

--Delivers dust at high speed into "cavern" between side and rear curtains. Higher speed aluminum fan gives extremely effective nozzle blast. Nozzles adjustable to width of rows and height of plants. An exclusive feature is the Farquhar - Heim equalizing manifold, which splits the fan draft and delivers an equal blast to each nozzle. Balloon tired wheels minimize injury to plants and prevent side slip on hilly ground.

A. B. FARQUHAR CO., Ltd., Box 1230, York, Pa.

SCHOOL OF AGRICULTURE
AND EXPERIMENT STATION
THE PENNSYLVANIA STATE COLLEGE
STATE COLLEGE, PA.

THE GUIDE POST

VOLUME XV

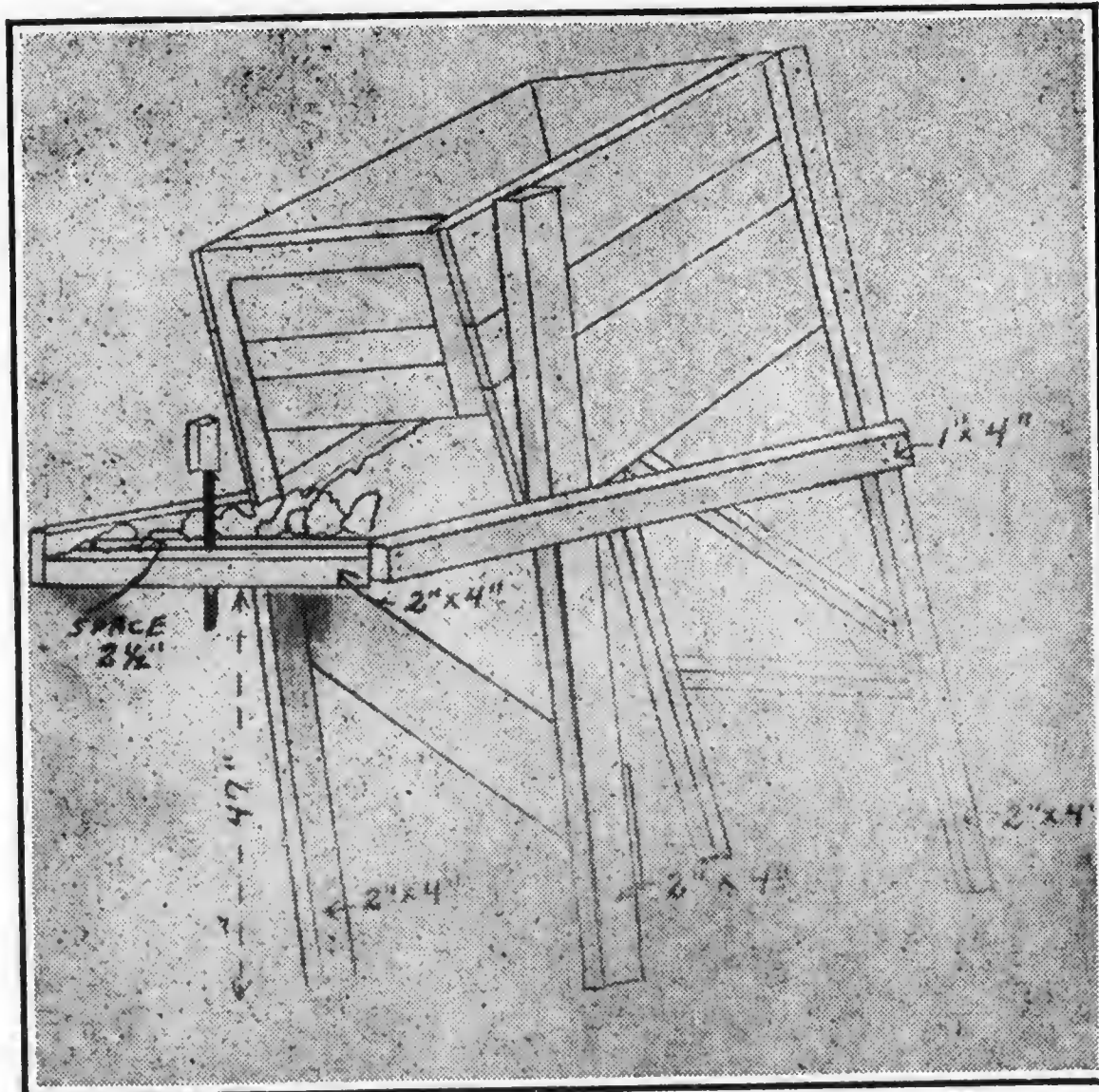
NUMBER 5



MAY • 1938

PUBLISHED BY THE
PENNSYLVANIA COOPERATIVE
POTATO GROWERS ASSOCIATION
INCORPORATED

SEED CUTTING



This cutting box facilitates the cutting of seed, thus enabling one to plant "As fast as the seed is cut."

For twenty years we have advocated cutting and planting seed immediately, particularly in a moist soil. To facilitate this practice, cutting boxes were made to speed up the cutting operations.

It has recently been determined that cut potatoes placed in a humid atmosphere under approximately 70 degrees temperature will grow a new callous over the cut surface in 12 to 24 hours.

Many growers have experienced planting fresh cut seed in dry soil with disastrous results in rotten seed pieces and poor stands. On the other hand, equally disastrous results have followed heavy downpours of rain within 12 hours after planting.

It has more recently been determined that the reason for these phenomena is the presence of healing hormones on the surface of cut potatoes which are inactivated under the last two treatments, that is, under rapid desiccation or washing the surface, as in the case of the heavy rain. While, on the other hand, potato seed pieces, freshly cut, placed in a humid atmosphere at 70 degrees temperature, activates the development of the hormones in healing the cut surface.

The practical applications that may be drawn from these findings are:—

1. Cut and plant seed immediately in a moist seed bed.—Or, as an emergency:—
2. If potatoes are cut ahead, they may be placed on the storage floor, 8 or 10 inches deep, where the temperature approximates 70 degrees, and cover over completely with two layers of burlap sacks which have been wrung out of water.
3. Be sure that no dripping takes place from the burlaps.
4. After 24 hours seed may be shoveled into crates and handled as whole potatoes for the cut surface will have formed a new skin, if the above, as to moisture and temperature, has been faithfully adhered to.

Did You Know

—That Pennsylvania uses more legumes in a potato rotation than any other State?

—That Pennsylvania uses more soybeans as a legume for potatoes than any other State?

—That Terry was the father of the idea of a legume preceeding potatoes?

—That Dr. Fritch, of Macungie, Pa., perpetuated the idea of preceeding potatoes with legumes longer than any other living man in the nation?

—That Dr. Fritch said one of the two discoveries which made the most lasting impression on him was that the land plowed with his oldest and most worn plow yielded more potatoes than land plowed with a newer and more modern plow?

—That the place for organic matter is in the top layer of the soil, or distributed throughout the entire plow depth?

—That organic matter should never be placed at the bottom of the furrow?

—That when furrows are stood on edge, the organic matter is half distributed through the soil?

—That Dr. Nixon said the ideal root bed for potatoes is one having a uniform distribution of organic matter, fine soil, stones, clods and air spaces throughout the entire plowed area?

—That a root bed for potatoes should be worked from bottom up and not packed from the top down?

—That plowing in the late Fall and replowing in the Spring come about as near making an ideal place in which to plant potatoes as can be accomplished? Certainly more ideal than can be made with worn out spring tooth harrows, worn out discs, and culti-packers or rollers.

—That if the shoe of the planter scrapes along on hard dirt it is a poor place in which to plant potatoes?

—That the proper depth of planting is three and one-half inches below the level of the surface?—This does not mean when measured from the top of a high ridge.

—That this depth is best determined by leveling off and measuring?

—That it is surprising how many potato growers this Spring will find, as usual, when leveled off, the seed pieces with less than one inch of soil on them?

—That shallow planting results in poor yields and inferior quality?

—That Pennsylvania has planted more good seed annually than any other state in the union?

—That 1,230 of 1,400 400-Bushel Club growers procured their seed from areas in which mass roguing was practiced?

—That the 32 Club members who grew over 600 Bushels to the acre secured their seed from proved foundation seed areas?

—That a foundation seed area is determined by reflected light from smooth flat leaves?



Two depths of planting are depicted in this picture. One shows shallow planting, while the other shows proper depth of planting 3 1/2" below the level. Note the difference in uniformity and quality of the tubers.

ANNOUNCING

State wide potato growers meeting and frolic at (CCC Camp F-10) Ridgway, Elk County, Pennsylvania, Friday and Saturday, June 10th and 11th.

A 270 acre tract of land has been donated to the State Potato Growers Association with the provision that it be utilized by the Association for the advancement of the industry of the State. A Federal CCC Camp (F-10 located near Ridgway, Elk County,) consisting of 19 buildings approximating 150,000 ft. of lumber has also been donated to the Association.

The Board of Directors of the Association after full deliberation and consultation have decided to transport this lumber to the tract of land referred to above, which is located 6 miles East of Coudersport, on Route 6, at the top of the Allegheny Mountains. The site is located on what is known as Denton Hill, an elevation of over 2400 ft. at the headwaters of three great river systems and completely surrounded by State Forest.

The Directors and advisors, with your help, propose to erect "Camp Potato" with this material on the above site. The business men and growers of Potter County are supporting this movement with financial assistance and labor. It will only require a little help from many growers representing all potato growing sections of the State for the two days, FRIDAY and SATURDAY, JUNE 10th and 11th in tearing down and transportation.

WILL BE A GOING CONCERN. THE COMMISSIONERS AND BOARD OF DIRECTORS

The Camp will be used for housing equipment and supplies incident to a permanent program of developing, providing and multiplying varieties of potatoes better adapted to present and future needs of our industry. It is further contemplated to use the Camp facilities and equipment for organized groups of growers and youth who are potential potato growers of the future.

Groups or individuals coming from a distance on the above dates will be provided with free lodging. Each party should bring a few tools. Wrecking bars, nail cutters, claw hammers, saws and half inch ropes are suggested. Information on reaching the Camp from Ridgway can be secured at the desk of the Hyde Hotel, on the square, in Ridgway.

A complete record of all those participating will be kept to be made into a permanent plaque to be hung in the new Camp Assembly Hall when erected. Movies and news reels will be made of the gathering and the workers on each of the above dates, and news stories and radio broadcasts will be made referring to delegations from different counties.

The Ceremony for removing the first board will take place Friday morning at 8:00 A.M. An evening meeting, free potato movies, and entertainment is planned for Friday evening.

"Camp Potato" Committee.



Measuring the depth of planting to insure good yields of uniform tubers. The proof of the value of proper depth of planting will be appreciated at harvest time and when packing for market.

—That treating good seed with chemicals has proved unprofitable in Pennsylvania?



Expert dieticians at the Hershey Industrial School, Hershey, Penna., making culinary tests on Pennsylvania potatoes. At this school 12,000 bushels are used annually to serve 3,600 meals daily or 1,314,000 meals annually.

—That this season marks the first in ten years that potatoes for seed are being sold as *Seed Potatoes* by the carload in Pennsylvania?

—That seed badly infected with scab does not come under the category of good seed—neither can the producer be classified as a good grower?

—That good seed and good cultural practices together with varietal adaptation are basic for high yields of high quality potatoes?

—That there is danger of Pennsylvania's potato growers going too fast in unproven and possibly unadapted varieties?

—That there was no varietal discrimination made and not a single kick on the tens of thousands of Association trade-marked packages of potatoes distributed this year?

—That a good test to determine the ability of a potato grower is how nearly he produces 400 bushels to the acre?

—That one of the four factors in producing 400 bushel acres is an abundance of humus?

—That good seed and an abundance of humus constitutes fifty percent of the crop?

—That the most authentic information establishes the fact that the potato leads the world's food crop?

(Continued on page 18)

Seed Potato Judging

L. T. DENNISTON

Modern production, selection and use of seed potatoes today is in marked contrast to the general conception and practices of twenty years ago.

The following outline, score card and instructions were drawn up by the writer in 1936 for a Junior Potato Judging Contest with the thought of bringing present day potato judging in line with modern practices in the selection and use of seed.

Professor W. A. Broyles, Pennsylvania State College, a nationally known authority on conducting judging contests made the following comment by letter on the practical use of the plan from a judging standpoint at the completion of the contest in 1936:

"I want to thank you for your excellent results with the potato judging contest. Mr. Wood, who was the chairman of the committee, was very complimentary of your results when he spoke before the general assembly on Thursday morning. I heard favorable comments on every hand about it. The ease with which it moved, the effective teaching that was done, and the general interest was the finest."

The possible number of fundamental factors relative to the production, selection and use of good seed that can be emphasized by the plan is almost unlimited. The number of classes may be varied and other varieties substituted to make the contest practical for the area or community in which it is being conducted.

SEED POTATO JUDGING CONTEST INSTRUCTIONS

- I. *Purpose*—The purpose of the contest is to teach some of the fundamental principles underlying the selection and use of good seed.
- II. *Class and Exhibits*—There will be four classes of four exhibits each. There will be two classes of Russet Rurals with for exhibits in each class, and two classes of White Rurals with four exhibits in each class. Each exhibit will be one-half bushel of tubers, lying flat on table.
- III. *Score Card and Basis of Judging*—A detailed explanation of the items on the score card is given below. Emphasis is placed on the more important points that should be considered in placing the exhibits.

SEED POTATO JUDGING

Class..... Contestant number.....

DIVISION	BASIS OF GRADING	1ST	2ND	3RD	4TH	GRADE
Field record	15					
Tuber-born diseases	10					
Size and shape	10					
Condition	15					
Final placing	50					
Total score	100					

NOTE: Use letters A, B, C, and D in placings.

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THE GUIDE POST

Published monthly by the Pennsylvania
Cooperative Potato Growers, Inc.

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Annual membership fee \$1.00. This includes the Guide Post.

All communications should be addressed to E. B. Bowers, Secretary-Treasurer and General Manager, Bellefonte, Pennsylvania.

DAYS OF MAY

It seems but yesterday that fields were
bare,
And naked trees stood gaunt against
the sky;
That clouds were dark, and through the
wintry air
Dead leaves were swirling high.
Then a magician came with wand in
hand,
And wove a spell upon the somber
earth;
And under this enchantment there began
A beauteous rebirth.

The barren fields were carpeted with
green,
And fairy buds appeared on shrub and
tree;
The winds were soft, the skies above
serene,
And birds sang joyously.
It seems but yesterday that fields were
bare—
But now with many a smile and tender
tear,

With songs of birds and beauty every-
where,
Lo, the glad spring is here.

—MYRTLE BLASSING

EDITORIAL

As we wind-up another years' marketing effort, we find growers, shippers and distributors alike praising the Association for the progress made and the success achieved in this, our second, marketing season. It is our compensation for service rendered.

Daily the letters come to us from our membership and supporters thanking us for assistance, giving us constructive criticism, and lauding our pack and program in general. Many of these have been unsolicited and many more have come in frank reply to our various field inquiries.

Our pride would be unduly selfish were we to withhold all of them from our friends, cooperators and members, so we reprint a few of them here.

Following is the summarizing comment of Mr. H. D. Williamson, of the Produce Department, American Stores Company, Philadelphia, Penn., to whom the Association is indebted for his wholehearted and enthusiastic support during the entire season:

Mr. E. B. Bower,
Penna. Coop. Potato Grow.
Crider Exchange Bldg.,
Bellefonte, Pa.

Dear Mr. Bower:

Well, another Pennsylvania potato season is fast drawing to a close and I want you to know that we are very much pleased with the progress made in the marketing of your association potatoes this season.

We have sold more identified consumer units of potatoes this year than ever before. Some of the reasons why we have been able to accomplish this are that quality and grading has been good, the price has been reasonable and we, as well as other distributors, have advertised and featured Pennsylvania Blue Label potatoes repeatedly.

This demonstration of cooperation between Pennsylvania potato growers and distributors is something real and I can only hope for somewhat higher prices

another season, which will be beneficial to both of us.

Very truly yours,

AMERICAN STORES COMPANY
H. D. WILLIAMSON
Produce Department

Similarly, Mr. H. S. Rentz, of Cassel's Stores, Reading, Penna., writes that we are well on the right track and should continue for the good of the potato industry of the State:—

Mr. E. B. Bower, Gen. Mgr.,
Penna. Co-op. Potato Growers Assoc.,
Crider Exchange Building,
Bellefonte, Pa.

Dear Mr. Bower:

Just a word on the marketing of Pennsylvania potatoes.

We feel that the association has done a remarkable job in the short space of time in which it operated. We experienced less trouble by not having inferior potatoes which is due to the proper package and grade supervised by the association. We certainly had less trouble than any time in the history of our company.

We do feel that the efforts of the association should be continued along the lines followed up to this time. We are sure by discontinuing would be a serious blow to the various potato growers of your state and also to the distributors.

It gives us pleasure to cooperate with an association like this and guarantee that we will be with you wholeheartedly in your coming undertakings.

With kindest personal regards, we remain,

Sincerely yours,

CASSEL'S STORES
H. S. RENTZ

Where our Pennsylvania crop was short and marketing efforts practically negligible during the past season, as in sections nearest the Pittsburgh and Cleveland, Ohio markets, buyers write of their regret that more Pennsylvania Blue Labels were not available for their use. Mr. L. Curtis Baum, Divisional Manager, the Atlantic Commission Company, Pittsburgh, Penna., assures the Association of his firms' continued cooperation, despite this lax year:—

Mr. E. B. Bower, General Manager
Pennsylvania Co-operative Potato
Growers' Association
Bellefonte, Penna.

Dear Mr. Bower:

I was indeed glad to hear in your letter of April 20 that the Pennsylvania Co-operative Potato Growers Association has already started planning for bigger and better things next season.

Beyond question your Association has made great progress in grading and marketing Pennsylvania potatoes and is to be commended, yet, I feel, your organization cannot over-emphasize the necessity of keeping and improving your established brands of the grade and uniformity as represented in order to create the demand and outlet desired.

I, too, regret that the potato farmers of Western Pennsylvania had such a poor crop and that you were unable to supply our requirements.

I assure you of our continued cooperation.

Very truly yours,

ATLANTIC COMMISSION
COMPANY, INC.

L. C. BAUM, JR.
Divisional Manager
Central Division

From C. C. Roach, produce buyer for the Wesco Foods Company, Cleveland, Ohio, also comes regret that crop shortage this past season made his purchases of Pennsylvania spuds light. Mr. Roach offers suggestions to this office on the market preferences in the Cleveland area, as well:—

5700 Truscon Avenue
Cleveland, Ohio
April 28th, 1938

Mr. E. B. Bower, General Manager
Pennsylvania Co-operative
Potato Growers' Assn.
Crider Exchange Building
Bellefonte, Pennsylvania

Dear Mr. Bower:

During the past season we used several cars of potatoes from your organization packed both in paper pecks and paper 60's. We would have used a much greater quantity had you been in position to take care of our orders, however we appreciate that the supplies were not available. The grade and pack of your potatoes was satisfactory in

(Continued on page 20)

Guide for Fertilizer Application for Potatoes

The following table should be of assistance to potato growers in adjusting their planters to the desired rate of fertilizer application. Change of rate of application is necessitated by the grower planting different fields of varying fertility, by planting different varieties (early varieties generally receive heavier applications), and by applying different analysis or different strength fertilizers. The advent of HIGH ANALYSIS fertilizers and their adoption by many growers makes accurate application all the more important.

The accompanying table is based on

32-inch rows and starting with 200 lbs. of (any strength) fertilizer in the planter hopper. This is the average capacity of planter hoppers and the amount can be quickly arrived at by using two 100 lb. bags. The packing of potato fertilizers is moving in the direction of the smaller container with the 100 lb. paper bag gaining in favor with Pennsylvania's leading growers.

Table showing the number of rows of varying length that 200 lbs. of fertilizer will plant at different rates of application.

RATE OF APPLICATION PER ACRE

LENGTH OF ROW	300 lb.	400 lb.	500 lb.	600 lb.	700 lb.	800 lb.	900 lb.	1000 lb.
400 ft.	27.2	20.4	16.3	13.6	11.6	10.2	9.0	8.1
*500 ft.	21.9	16.3	*13.0	10.9	9.3	8.1	7.2	6.5
600 ft.	18.1	13.6	10.8	9.0	7.7	6.8	6.0	5.4
700 ft.	15.5	11.6	9.3	7.7	6.6	5.8	5.1	4.6
800 ft.	13.6	10.2	8.1	6.8	5.8	*4.5	4.0	3.6
*900 ft.	12.0	9.0	7.2	6.0	5.1	4.0	3.6	3.2
1000 ft.	10.9	8.1	6.5	5.4	4.6	3.4	3.0	2.7
1200 ft.	9.0	6.8	5.4	4.5	3.8	2.7	2.4	2.1
1500 ft.	7.2	5.4	4.3	3.6	3.1	2.0	1.8	1.6
2000 ft.	5.4	4.0	3.2	2.7	2.3	2.0	1.8	1.6

A few examples will show the simplicity of using the above table. Let us assume that your rows are 500 ft. long and that you wish to apply 500 pounds per acre. Starting with the 500 in the length of row column and following out to 500 in the rate of application column you will find that the 200 pounds in the hopper will plant 13.0 rows. By the same process if your rows are 900 ft. and the desired rate of application 800 pounds per acre you will find that the 200 pounds in the hopper will plant 4.5 rows. If in either of the above cases the 200 pounds did not plant the 13.0 or 4.5 rows then the fertilizer gate of the planter should be closed a notch or two and rechecks made until the desired amount is being applied. If fertilizer is left in the hopper after planting the required number of rows then the rate of application is not sufficient and the gates should be opened wider and rechecks made until the proper amount is being applied.

Do not forget that the above table is based on 32 inch rows and 200 pounds of fertilizer in the planter hopper.

If the distance of planting is 30 inches instead of 32 inches as used in the table you will have a greater number of rows per acre, therefore, the 200 pounds will have to plant a greater distance which in actual figures will be in each instance one sixteenth more rows than expressed in the figures in the above table. In like manner if you are planting 34 inch rows the number of rows the 200 pounds will plant should be reduced by one sixteenth.

Copies of Dr. Nixon's book, "Principles of Potato Production," are available at the Association office at \$1.25 each.

Summary of 1937-38 Crop Marketing Season

Marketing the 1937 Pennsylvania crop is nearly completed. In many ways it has been an unusual season. In many respects a season of transition or change, from the old order of things to new and better methods of merchandizing. A season in which well-graded Pennsylvania potatoes out-sold Maines in Philadelphia and, in fact, largely eliminated Maine from this market until the bulk of the Pennsylvania crop had been sold. It has been the initial season for the enforcement of the potato marketing law probably the most significant legislation ever enacted by and for the potato industry of the State.

At digging time with a 400 million bushel crop forecast, prospects for a profitable Pennsylvania crop seemed remote. Potato dealers and distributors bought sparingly, only to meet current needs, and the usual surplus of "must sell" potatoes still further depressed the fall market. The need for bigger and better storage facilities in Pennsylvania was again strikingly apparent.

Early quotations of Pennsylvania U. S. No. 1 potatoes in the Philadelphia market (September 15th) were 85c cwt. At the same time, Pittsburgh quoted \$1.00, the difference in these markets being due to the very short crop in the western Counties of the State and in Ohio. Prices had strengthened little through October and early November but by November 15th had advanced to \$1.05 in Philadelphia and \$1.25 in Pittsburgh. This advance was due to lighter supplies of distressed stock to the lowering of the crop estimate, and possibly due to the effect which the enforcement of the marketing law in placing a premium properly marked U. S. No. 1 stock over inferior packs. The market remained stationary at Pittsburgh until the third week in January but had advanced in Philadelphia to \$1.20 by January 21st. A month later prices had advanced to \$1.35 in both Philadelphia and Pittsburgh. By March 24th the highest point of the season was reached, \$1.50 at Philadelphia and \$1.55 at Pittsburgh. From that date until the first of May prices had declined 20c in Philadelphia and 10c in Pittsburgh. The season maximum price advance was 75% of the September 15th price in Philadelphia and in Pittsburgh.

Few observers expected so marked a price rise with a crop revised estimate

placed at 391,000,000 bushels. A number of factors mitigated toward a stronger market than might have been expected. Potatoes have been relatively cheaper food than meats and most other food stuffs during the season. Increased consumption due to this price advantage and due in no small degree to the Maine advertising campaign, to the publicity given to the Pennsylvania Cooperative Marketing Plan and to the sales drive of nation-wide chain stores to move the large 1937 crop. The purchase of potatoes by the F.S.C.C. for relief purposes and the starch and livestock feeding diversion programs of the government in other States likewise had the effect of bolstering the market.

Pennsylvania growers have experienced a season when the price range was generally at a level which returned them a profit above production costs, whereas cost of transportation to markets reduced the profit to growers in some other States to the vanishing point. The U.S.D.A. reports, "In general the 1937-1938 season was an unprofitable one for the Maine potato growers". Reports from Idaho also indicate a very unprofitable year.

Pennsylvania growers have experienced a season when distributors and consumers have accepted all the well-graded, trade-marked consumer packages of potatoes that were offered in preference to all others. In spite of an abundant supply of potatoes in the country, Pennsylvania growers could not pack sufficient trade-marked bags to meet the demand.

To summarize, a few of the most striking facts brought out by the marketing season just closing are as follows:

1. Fewer distressed Pennsylvania potatoes should be dumped on the Fall market.
2. The Potato Marketing Law has already helped to re-establish Pennsylvania markets for Pennsylvania potatoes and will be of much greater benefit in the future.
3. Pennsylvania growers can profitably raise potatoes in a low priced year at a considerably lower price level than is possible in principal competing states because of nearness to market.

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POTATO CHIPS

Did you note the letter in April "Guide Post" from Mr. Matthews stating that they had not received a single complaint from their 72 A. & P. stores in the Harrisburg area on the potatoes delivered during the Farm Show Week Potato Drive? That sounds like a job well done. It is one thing to do an ordinary job—but quite another to do a cooperative job which SHOULD show better results than are possible under the ordinary methods of doing business. Cooperatives have no excuse for existence unless they do a better job and cooperative members have no rightful place in the organization unless they can help to do the job better.

Progress is made in this man's world because of fearless men who are willing to sail in uncharted seas. We're against people who are against everything.

For years we have believed that the lowly spud was not good advertising material. We accepted advertising of a host of other foods such as oranges, bananas, raisins, soups, chocolate candy and what have you, but why advertise such a common thing as a potato? In a single season Maine has exploded the fallacy of that sort of reasoning. Potatoes have made the BEST kind of advertising material, as might have been expected because they are the BEST kind of food and that's what the consumer wants to know more about. We predict much greater potato advertising in the future and INCREASED POTATO CONSUMPTION because of it.

The Federal Trade Commission in a recent report declared that the cooperatives must be given credit for acting as a yardstick which has forced the entire fertilizer industry to hold prices in line with actual costs of production.

Consider your heart! What a remarkable organ—the old pumper. Only as big as a man's fist yet it pumps fifty gallons of blood an hour, never loafs, never sleeps, never stops from birth till death and only rests between beats. With all this work, the normal heart does not give out suddenly but only after continued over-exertion, or from repeated attacks of poison or disease. No need for one to

become super-conscious of his physical limitations but "play fair" with your most faithful servant, your properly functioning heart.

Spring season has been excellent for potato planting with early plantings in some southern counties of the state heavier than in any recent year. Reports indicate there has been a shortage of Pennsylvania certified seed, particularly Russets and Nittany. Chippewa seed has also been greatly in demand, indicating the possibility of this variety becoming established in the state.

The paper bag for potatoes has really begun to click. Some of the largest produce houses in New York City have begun to request Pennsylvania growers for potatoes packed in paper bushel bags. Restaurants, hotels, hospitals, public institutions and even our old friend "Mrs. Housewife" have all very definitely signified marked preference for potatoes packed in modern garb—clean paper—rather than in dirty burlap.

Our contemporary farm group—the fruit growers—faced with a burdensome surplus of apples on April first, appealed to Secretary French for assistance. In his usual energetic manner he started a state-wide apple selling drive, and with the help of our old friends the chain stores, the surplus has practically disappeared in a month's time. Another job well done thru cooperation of producer state department and distributor.

Carlot shippers of potatoes often misunderstand use of the term "F.O.B. inspection and acceptance arrival". The U.S.D.A. has ruled that this shall mean, "the commodity quoted or sold is to be placed by the seller free on board car or other agency of thru transportation at shipping point, the cost of transportation to be borne by the buyer but the seller to assume all risks of loss and damage in transit not caused by the buyer who has the right to inspect the goods upon arrival and to reject them if upon such inspection they are found not to meet the specifications of the contract of sale at destination. The buyer may not reject

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Quality Pennsylvania Potatoes for Pennsylvanians

APPETIZING WAYS TO PREPARE THEM

POTATO PUFF

- 2 Cups PENNSYLVANIA potatoes, mashed.
- 2 Eggs
- ½ Cup milk
- 1 Teaspoon salt
- 1 Cup grated cheese

After potatoes are mashed, add the milk and beat until thoroughly blended. Add the beaten egg and salt, and lastly the grated cheese. Bake in a slow oven in buttered pans or ramekins.

POTATO BALLS

- 3 Cups PENNSYLVANIA potatoes, mashed.
- 1 Teaspoon salt
- ¼ teaspoon pepper
- 1 Egg (slightly beaten)

Mix above ingredients thoroughly. Take desired amount for each ball, roll in flour, and shape; place in a buttered baking dish. Brown in a hot stove. (If desired the ball may be rolled in an equal amount of egg and milk before baking.)

POTATO HASH

- 3 Cups cooked PENNSYLVANIA potatoes
- 2 Cups cooked meat or fish
- 1 Teaspoon salt
- ¼ Teaspoon pepper
- 3 Teaspoons fat
- ½ Cup boiling water

Melt fat. Mix meat and potatoes, and add to fat. Pour water over the top and cook slowly without stirring until the under side is browned. Fold as an omelet and serve hot.

CORNBEEF HASH

- 2 Cooked PENNSYLVANIA potatoes
- 2 Cups cooked cornbeef
- 1 Teaspoon salt
- ½ Cup boiling water
- 3 Teaspoons fat

Mix meat, potatoes and seasoning. Melt the fat in a pan and add the mixture. Pour over the hot water and cook slowly, stirring occasionally. Brown, fold as an omelet, and serve hot.

They Grow High in Pennsylvania

(The following is a letter, with accompanying snapshot, received by L. T. Denniston, of the Department of Potato Interests, Department of Agriculture, Harrisburg, Penna., from a grower of unusual ability).

Sebring, Florida
January 16, 1938

Mr. L. T. Denniston
Department of Agriculture
Harrisburg, Penna.

Dear Mr. Denniston:

Enclosed find snapshot picture of Irish Cobbler potato stalks which I raised in our back yard and garden at our summer home in Ephrata, Penna., last summer. The stalks were 8 feet high and were a



Interesting photo of Irish Cobbler potato stalks raised by Mr. L. C. Wolf, of Sebring, Florida, at his summer home in Ephrata, Penna., last summer which grew to a height of 8 feet.

curiosity, as many people came to see them.

Nearly all these people said that I wouldn't get any potatoes from them. Well, I told them that I did not plant them for potatoes, as I only wanted to see how high they would get.

I did not have quite a hundred stalks, each stalk only one sprout, and kept them suckered like tobacco, and when I dug them, I found out that the people were mistaken, as I got about a bushel of nice large potatoes, besides having

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OVER THE PICKING TABLE

"If you choose to represent the various parts of life by holes upon a table, of different shapes—some circular, some triangular, some square, some oblong—and the persons acting these parts by bits of wood of similar shape, we shall generally find that the triangular person has got into the square hole, the oblong into the triangular, and the square person has squeezed himself into the round hole. The officer and the office, the doer and the thing done, seldom fit so exactly that we can say they were almost made for each other."

"He who would take all the law allows is a scoundrel at heart."—*Blackstone*.

"Does your wife neglect her home in making speeches?"

"Not a bit of it," replied Mr. Meekton. "She always lets me hear the speeches first."

The time to advertise is when you have got the goods.

The nourishment of the Association potato marketing program is merit.

"Do you believe in luck?"
"Yes, sir. How else could I account for the success of my neighbors?"

A fool and his money are soon married.

Disarmament programs are intended to postpone the next war until the last one is paid for.

Some skeptics and scientists doubt there is a life beyond death. Most of them know so little about life that it is strange they should be so sure about death.

Too many men looking for work quit looking for it when they find jobs—they also quit working.

Don't close your eyes tonight until you can call to mind some good you have done today.

He's a fool who cannot conceal his wisdom.

The height of fashion this season is quite a bit above two feet.

Do more than you are paid for. Some day you will collect.

Digging wells is about the only business where you don't have to begin at the bottom.

President Bishop's Henhouse Party.

In she came,
Down she sat,
Laid an egg
And up she got.

Too many men when asked for an opinion, try to decide in favor of all parties concerned.

The girl who doesn't mind crossing a muddy street usually has good reasons.

No man is worth his salt who is not ready at all times to risk his body, to risk his well-being, to risk his life, in a great cause.—*Theodore Roosevelt*

Recently Roy Wotring was overheard addressing the subject of his affection, as follows:

Little daughter you look so small—
Don't you wear no clothes at all?
Don't you wear chemise or shirt?
Don't you even wear a skirt?
Just your diaper and little hose—
Are these all your underclothes?
When you grow up, I'd be relieved
If you'd not dress like Mother Eve.

Yes folks after twenty years the second daughter. Congratulations Roy!

(Continued on page 20)

Potatoes Like a 1:2:2 Diet

Potato experts in most of the leading potato-growing states are now recommending for average conditions fertilization in an approximate 1:2:2 ratio. Under some conditions even a higher ratio of potash to nitrogen and phosphoric acid is used, especially on sandy soils and mucks or peats. Where growers have been experiencing difficulty in obtaining satisfactory yields of No. 1's, damage from early frosts, or potatoes of poor cooking quality, more potash is used to excellent advantage.

Analyses in the 1:2:2 ratio which are proving popular include: 5-10-10 and 5-10-12 in the Mid-Atlantic states; 4-8-10 and 8-16-20 in New England; and 3-9-18 and 0-8-24 in the Midwest. Rates of application depend upon the plant food available in the soil and the high plant food requirement of the expected yield.

Consult your county agent or experiment station for the best analysis and rate of application for your farm. See your fertilizer dealer or manufacturer. You will be surprised to learn how little extra it costs to apply enough potash to insure profit. Write us for additional information and literature on how to fertilize your crops.

American Potash
Institute, Inc.

INVESTMENT BUILDING
WASHINGTON, D. C.



Warren County Plans Potato Program

Warren County, Pennsylvania, is to have a thorough-going marketing program this coming crop season which will give Warren County potatoes their rightful place in their own market.

Until this Spring, Warren County was just another section of Pennsylvania which took a back seat in its own potato market. New York, Maine and Idaho supplied the spuds, while the Warren County growers held the bag.

Then R. W. Steber, Burgess of Warren Borough, and C. F. H. Wuesthoff, Vocational Agricultural Supervisor for Warren, gave the Warren County situation some serious thought and some practical planning. Before long they were ready for organization, and Mr. Steber wrote the Association of his plans:—

"Mr. Wuesthoff has suggested that I write to you for your opinion and criticism of a project we have in mind. I will spare you the heart-rending details of how the Burgess of the town gets tangled up in the troubles of the farmers.

"It appears that local stores, chains and wholesalers are buying their potatoes from New York and Maine, while the local growers must dispose of their crop by house-to-house peddling or at a ruinous price to the stores. Upon investigation, it seems to be the unanimous opinion of buyers for stores and wholesalers, that the local potatoes are as good as any but that the great trouble is in grading, packaging and marketing.

"The dealer in potatoes needs two things—a good article, properly packaged and a steady, assured supply at the prevailing market price. It seems that, in the main, our local growers put everything but the kitchen sink into the potatoes—large, small, diseased—just as they come. These potatoes are then put into old burlap bags that have spent the winter hibernating in a mouldy cellar. The result is anything but attractive. Another difficulty is that the farmer is a regular prima donna when it comes to selling. He isn't satisfied to take an average price—so in many cases he holds his potatoes until Spring, and then, having taken shrinkage, he sells at any price to get rid of them.

"During the present week we are holding meetings at several points in

the County in an endeavor to form an Association of growers who will agree to turn in a specified number of bushels of potatoes at a central point where we will grade, package, store and sell the potatoes. From present indications, barring a complete crop failure, we will be able to start with twenty or twenty-five thousand bushels.

"In the first place, we will want to use your package, and in the second, I, for one, do not intend to get the local dealers to tie up to us for a potato supply and then not be able to supply them. It seems to me to be of primary importance to have a connection upon which we can rely in case of shortage and to whom we could look for an outlet, in case of over-supply. For that reason, we should join with your Association. Once we have set this up and shown the farmer the way, we naturally want to withdraw.

"Will you advise me if you would come to Warren if we can get this along to the point where it seems assured we can have a successful organization? And will you also please tell me frankly where I am wrong or what I have overlooked? Be entirely brutal about it—I am used to that."

Simultaneously with the writing of this active picture to the Association of-fice, Mr. Steber sent the following open letter to the Warren County growers, offering meetings at various points in the County to explain the plans to interested growers:

"For several years past, the large users and dealers in potatoes in Warren and vicinity have brought in carload after carload of potatoes from New York, Maine and Idaho while many of our potatoes lie rotting in the cellar for want of a market. Certainly there is something about this that is badly out of fix.

"Some weeks ago, at a meeting of Warren business men and Warren County farmers, a committee was formed to see if we could find a remedy. The Committee has investigated among the larger dealers and they are convinced that Warren County potatoes can be sold in quantity at the going market price, but the potatoes must meet two qualifications:

1. The potatoes must be as good as those imported. We believe our potatoes

are as good quality, but on the whole, are not as carefully graded and packaged.

2. There must be a sure and steady supply, strictly up to standard.

"In an effort to provide a means of grading and packaging the potatoes, to provide a steady, assured supply and to secure a steady market and a fair price for all, we propose to hold meetings of all interested potato growers in the following places:

Akeley—Grange Hall Apr. 4, 7:30 p.m.
Lander—Com'ity Hall Apr. 5, 7:30 p.m.
Lottsville—Church Apr. 6, 7:30 p.m.
Pittsfield—School Apr. 7, 7:30 p.m.
Columbus—Dean Sch'l Apr. 8, 7:30 p.m.
Scandia—Grange Hall Apr. 9, 7:30 p.m.

"We urge you to attend this meeting and bring your neighbor if you now grow potatoes for market, or would be interested in growing them if you were assured a market. To accomplish this, do you think we should have a permanent organization? Given a steady market, will Warren County farmers provide a steady supply of graded, quality potatoes?

"If this can be done, it certainly means money in the pockets of Warren County farmers. Will you talk this over with your neighbors, and come to the meeting nearest your home? Your response will determine whether Warren County will go on eating Maine potatoes."

This letter received much interest from the growers who received it, and the meetings were well attended. They decided they did need a permanent organization, which is in the process of

being made now, and they did want a cooperative marketing plan. In fact, it was so enthusiastically accepted, that it is believed they will, instead of the hoped for 20 to 25 thousand bushels, have 50 thousand bushels at least with which to begin their program. This new organization will bear watching from other sections. We believe it is destined to go places.

LEADING GROWERS STRONGLY ENDORSE WASHINGTON HIGH CALCIUM Powdered and Pebble SPRAY LIME

Packed in 180 Pound Drums
Net Weight

A Rotary Kiln Product Insuring
Perfect Slacking and Complete
Satisfaction.


Washington Spraying Hydrated
Lime for Dusting Requirements
325 Mesh in 50 Pound Paper
Sacks.

Ask the Growers Who Have
Used Washington; They Are
Easy to Find.

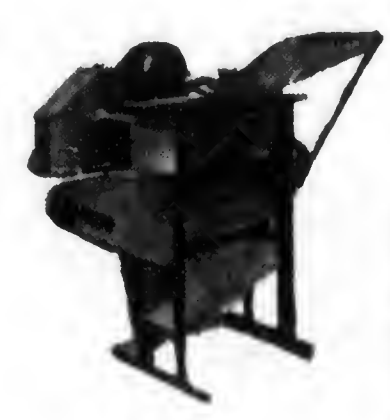
The Standard Lime and Stone Company

First National Bank Building,
Baltimore, Md.


N. E. DIETRICK, Sales Rep.

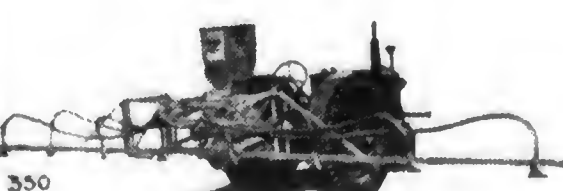


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HAND DUSTER**





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374





387

DUSTERS 8 Sizes 80 Models CORN SHELLERS 3 Sizes THRESHERS 4 Sizes

MESSINGER MFG. CO., TATAMY, PA., EST. 1857

Lehigh County Potato Growers Against Federal Control Plan

A poll taken of Lehigh county potato growers at a meeting held at Schnecks-ville recently shows the farmers are overwhelmingly against the potato control plan of the Soil Conservation program of the federal government.

The vote is not surprising since it followed a study of the proposed plan that indicated Lehigh's cut in potato acreage would amount to about 5,000 acres or more than 36 per cent as against the proposed 10 per cent acreage cut that had been suggested by the federal government at the outset.

The meeting was called by the Lehigh Cooperative Potato Growers association to ascertain sentiment of the growers of the county regarding the soil conservation program. Unfavorable weather conditions cut the attendance considerably. However, those who were present came from every section of the county and represented both large and small growers.

After a lengthy discussion of the various angles of the proposed program a poll was taken of those present with the result that 38 voted against and 5 in favor of the potato control as included in the soil conservation program.

It was pointed out to the growers that, whereas, the census conducted by the county committee would place the average potato acreage of Lehigh at 9,211 acres the United States Government census figures for the last 20 years show that Lehigh county potato acreage has been consistently around the 14,000-acre mark during that period.

It was further pointed out that, should the county committee's acreage figures be taken as the basis upon which Lehigh county's allotment would be figured, the growers of this county would fall short 5,000 acres of their regular acreage or 36 per cent instead of the proposed 10 per cent acreage cut.

The above condition was reported as especially alarming because, it was asserted, a marketing agreement may at any time be voted into effect by the surplus potato producing states.

Should this become a reality, the growers point out, it would mean that thousands of bushels of potatoes grown in Lehigh county would not be permitted to reach the market. This would not only bring on a serious economic condi-

tion among the growers of the county but would also force the housewife to look to more distant growing sections for her supply of potatoes and, in addition to the regular market price, she would be required to absorb higher freight charges.

Notes from Cambria County

Director Evan D. Lewis, of Johnstown, R. D. No. 5, Penna., reports that some Cambria growers whom he has visited recently are certainly not standing still this spring but are planning for big things this coming season.

Paul Yahner, of Patton, a well known grower of his section, is well equipped with new potato machinery, including a four bottom rotary disc plow and is contemplating having a complete new spraying outfit. He has just plowed down a heavy sweet clover in preparation for his usual fine potato crop, and plans to plant 75 or 80 acres this season. He will probably use the Experimental Fertilizer for scab control sponsored by the Association. Mr. Lewis also reports that there is a brand new member in the Yahner family. Our hearty congratulations.

Alonzo Weaver, of Davidsville, also is well supplied with new potato equipment which he expects is going to help him grow a fine crop of potatoes from his seed purchased from Dr. Nixon, which has given such good results in Cambria County.

Robert Gettings & Son, of Colver, leading growers in their section, are going to work this season with a new Cletrac and a clover crop plow, and are looking forward to a good year. Mr. Gettings recently suffered an accident in which his foot was broken. We wish him a speedy recovery.

THEY GROW HIGH IN PENNSYLVANIA

(Continued from page 11)

had the pleasure to look at them every day and see them grow.

I am writing this letter from Sebring, Florida and this is the seventeenth winter we are spending in Florida, but we always go north in the Spring.

Respectfully yours

L. C. WOLF

Do You Know?



Do you know that one Bean Sprayer similar to the one above was used in the states of Pennsylvania and Ohio and sprayed enough Bordeaux on potatoes to cover $8\frac{1}{2}$ acres to the depth of one foot, or to fill a canal which could float a lake boat carrying 15,000 tons of cargo? Approximately twenty well filled railroad cars would be needed to haul the bluestone and lime used in making this Bordeaux.

Do you know that we make 28 potato sprayers in several types and sizes?

See our dealers or write for catalog.

John Bean Mfg. Co.

Division Food Machinery Corporation

Lansing, Mich.

San Jose, Calif.

DID YOU KNOW*(Continued from page 4)*

—That you can't get sick by eating potatoes?

—That a baked potato digests in much less than half the time required for the digestion of a slice of bread?

—That potatoes offset the effect of acid forming foods and themselves digest alkaline?

—That Dr. Kellogg says less bread and cereals, less meat and eggs and more potatoes is the national bill-of-fare which, if adopted, would do more toward correcting a great national evil—a plague that is carrying off annually 300,000 citizens in the excessive use of acid ash foods?

—True, did you know that the potato is the greatest public servant in the world?

SEED POTATO JUDGING*(Continued from page 5)*

1. *Field record*—A plainly printed card will be placed with each exhibit giving the disease reading or count taken during the growing season, the yield per acre, and a statement on culture. The disease count or record is of major importance. A low disease count is to be desired. An exhibit should be cut heavily in the judging if the disease count exceeds 5 per cent. The yield is of significant importance and an exhibit should be cut hard if the yield is less than 200 bushels per acre. Culture may be said to be of minor importance in placing the exhibits unless the record of culture indicates carelessness on the part of the grower, injury to the crop, lack of spraying, or excessive weeds.
2. *Tuber-born diseases*—Tuber-born diseases may include scab, fusarium or stem-end discoloration, black leg, and Rhizoctonia. The per cent of tubers infected and the severity of the infection should be considered in placing the exhibits.
3. *Size and shape*—The contest will be conducted with what is commonly referred to as No. 1-Grade seed. This will permit tubers in the exhibits ranging from two ounces to ten ounces in size. Exhibits should be cut heavily if more than 5 per cent of the tubers exceed the ten ounce tolerance. Preference will be given to exhibits where the tubers do not exceed over

eight to nine ounces in weight. When the shape of the tubers is such as to make proper cutting difficult or uneconomical the exhibit should be dropped low in the placings. Uniformity of shape and size of the tubers will count but very little in the placing of the exhibits.

4. *Condition*—Condition will to a large degree tell how the tubers have been stored. It is of great importance and no difference how good in other respects an exhibit may be, if it is in poor condition it should go to the bottom of the class. Condition can best be determined by the extent of sprouting; firmness or lack of firmness of the tubers; discoloration, rot or break down, which may be due to injuries, field-frost, heating or freezing in storage.

Fundamental rules that form the basis for the selection of 1,500,000 bushels of good seed by Pennsylvania growers annually:

1. Secure seed from a proved source.
2. Select seed known to be free of foliage and tuber diseases.
3. The variety should be adapted to the region in which it is to be grown.
4. Secure seed that has been stored under favorable conditions for preserving its vitality.
5. The grade should be such as to lend itself to ease and economy of cutting.
6. Secure seed from a dependable and reliable agency or distributor.

SUMMARY OF 1937-38 CROP*(Continued from page 9)*

4. The advertising and publicizing of potatoes is able to stimulate the sales considerably.
5. Pennsylvania distributors and consumers are rapidly developing a state-of-mind that properly packed Pennsylvania potatoes are the best possible to secure, replacing an all too general impression that Pennsylvania potatoes could never be classed as high quality stock.

POTATO CHIPS*(Continued from page 10)*

without reasonable cause. Such a sale is F.O.B. only as to price and is on a delivered basis as to quality and condition."

"BILL SHAKESPUD"*Years of Experience . . .*

Together with the desire to help solve the individual problems of those who require special or out of the ordinary equipment for the potato warehouse has placed the name BOGGS foremost in the minds of all potato and onion growers and shippers.

BOGGS are pioneers in the manufacture of Potato and Onion graders and cleaners and have more machines in use than all other makes combined.

Your inquiry will be appreciated.

Boggs Mfg. Corporation

Atlanta, N. Y.

Detroit Lakes, Minn.

Protect Your Potato Crop by using "Bell-Mine" Lime for Spraying and Dusting

Use "Bell-Mine" Pulverized Lime in any formula where "quick lime" or "stone lime" is specified. Use "Bell-Mine" hydrated Lime in any formula where "hydrated lime" is specified.

"Bell - Mine" Pulverized Lime is packed in 180 lb. (net) steel drums with tight friction lids.



"Bell-Mine" Hydrated Lime is packed in 50 lb. special paper bags.

Warner Company

BELLEFONTE DIVISION
Executive Offices: 219 N. Broad Street, Philadelphia

"BELL-MINE" PLANT**BELLEFONTE, PA.**

EDITORIAL

(Continued from page 7)

every way and our trade took very well to the 60 lb. papers which were of course offered retail in this package. We believe that more potatoes can be sold retail in 60's than in 100's.

Practically all the potatoes that you shipped us last season were of the Russet type which in this territory does not have the "customer appeal" and will not 'take' as readily as the white potato. The Cleveland market has been noted for some time to be strictly a white potato market which is one reason for the popularity of Maine Green Mountains here.

In the past Ohio has grown a considerable amount of Russet potatoes but there has been a trend to swing to strictly smooth white stock. More progress is being made this year than in any year in the past and we find that, according to the seed purchased for Ohio, Katahdins and Chippewas will greatly predominate. The Cleveland trade has taken to the Katahdin very favorably this season and is paying a slight premium over Green Mountains. We understand from our Maine connections that their inquiries for Katahdins were so great that they are planning on planting extremely heavy of this variety. It is our personal belief that the Katahdins and Chippewas will be grown almost exclusively from Ohio to Maine within the next year or two. It is our hope that you and your growers will likewise change over to a white skinned potato which when brushed and packed in the containers that you are using will make an outstanding package.

We want to thank you for your co-operation during the past season and trust that in the one to come you will be in a position to supply us with a large percentage of our requirements.

Very truly yours,

WESCO FOOD COMPANY
C. C. ROACH

Showing that the Association is in position to market small lots of potatoes as readily as it is to take care of the large commercial growers, we reprint a letter received from Mr. J. K. Shields, of Mechanicsburg, Penna., the first grower from Cumberland County to sell potatoes cooperatively through the Association:—

"Mechanicsburg, Penna.

April 9, 1938

Pennsylvania Cooperative Potato Growers' Association, Inc.
Bellefonte, Penna.

Gentlemen:

I have marketed 124½ bushels of potatoes through your Association, with the help of your Inspector, Mr. Poole, of Harrisburg, Penna., and I am well pleased with this method of selling and marketing potatoes.

These potatoes were put into peck bags and delivered to the Great Atlantic & Pacific Tea Company, through Mr. Matthews, of Mechanicsburg, Penna., whom I had seen about selling them.

I think this is the best method of selling potatoes yet, so I want to thank you all for such a fine marketing program.

Very truly yours,

J. K. SHIELDS

But we could quote indefinitely these encouraging letters, and never come to the end of them in one issue of the GUIDE POST, so let this serve as a sample. The Association marketing program has been successfully operated, to the satisfaction of both producers and distributors, and is destined to go much further in the coming season.

OVER THE PICKING TABLE

(Continued from page 12)

We respect the bull-dog because he finishes what he starts.

If wrinkles must be written upon our brows, let them not be written upon the heart. The spirit should not grow old.

I envy the beasts two things—their ignorance of evil to come, and their ignorance of what is said about them.—
Voltaire

Political Corruption

The pompous judge glared sternly over his spectacles at the tattered prisoner who had just been dragged before the bar of justice on a charge of vagrancy.

"Have you ever earned a dollar in your life?" he asked in scorn.

"Yes, Your Honor," was the response, "I voted for you in the last election."
—Colorado Grocer.



Say neighbor!
try this
AGRICO
it's great stuff!

AGRICO
FOR
POTATOES

**THERE IS
A BRAND
FOR EACH
CROP**

THE NATION'S LEADING FERTILIZER

Agrico Is Manufactured Only By
The American Agricultural Chemical Co.
BALTIMORE, MD. — BUFFALO, N. Y. — CARTERET, N. J.

A BETTER YIELD IN EVERY FIELD



York Chemical Works
YORK, PA.

THE OLD STORY

Farmer's Query: "Does Liming the soil pay?"

Universal Answer: "YES. If the farmer puts a dollar in bank and gets five percent interest, he is satisfied. If the farmer invests a dollar in WHITEROCK liming materials, he gets from 300 to 500 percent profit and should be more than satisfied."

Remember the spray season is not far off. Also remember WHITEROCK—none superior.



LET US SERVE YOU

Write for prices and particulars.

WHITEROCK QUARRIES
BELLEFONTE, PENNA.

Wider Potato Sale Is Aim Of Research

Through scientific research some forty thousand New York State potato growers expect to recover their lost and dwindling markets.

For thirty years they gave ground to competitive growers across the country, from Maine to Idaho, in acres and economically. The growers thought an educational program was necessary and organized the Empire State Potato Club for this purpose.

While the educational program may have helped to some extent, Roy Porter of Elba, president of the club, said recently "we decided three years ago that education alone wasn't enough.

"Production had dropped about 40 percent in thirty years," he asserted. "Instead of forty million bushels annually, we are producing around twenty-five million bushels, and many of these were not being marketed at a profit for the grower."

The Potato Improvement Committee, sponsored by the club and the New York Farm Bureau Federation, was organized three years ago, with Mr. Porter as chairman.

From some three thousand women questioned by research workers it was learned that few had any preference, excepting when they wanted potatoes for a special occasion. Few housewives inspected the potatoes they bought, while at the same time close inspection was given other purchased vegetables and fruits.

This fact, Mr. Porter said, showed the need of educating housewives to buy potatoes on a quality basis, or by graded variety rather than "just potatoes."

POINTS OF VIEW

Two golfers—the one just married and the other a confirmed woman-hater—were having a round on a local golf course. They reached the eighteenth tee, when the newly-wed one excitedly exclaimed:

"There's my wife standing near the green. I must get a good drive at this hole."

"Don't be silly," said his opponent, "you've no chance of hitting her; she's quite 300 yards away."

EQUITABLE *Paper Bag* COMPANY INCORPORATED

makers of

Better Bags for Every Need

POTATO SACKS

GLASSINE POTATO CHIP BAGS

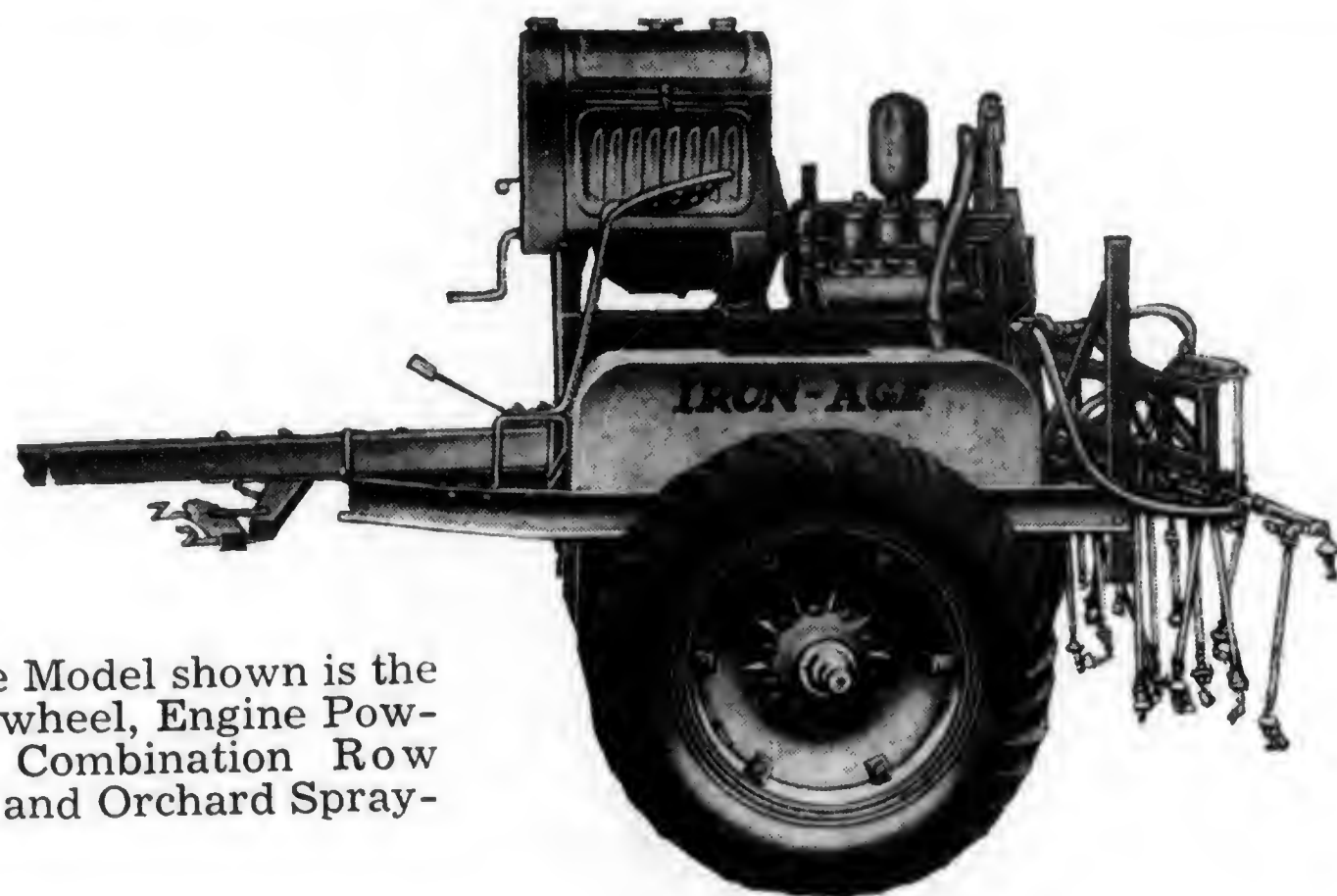
PROMPT *Deliveries*

RELIABLE *Quality*

ECONOMICAL *Prices*

314 Scholes Street, Brooklyn, N. Y.

A New Line of
Farquhar-Iron Age Sprayers
To Match the Performance of
Farquhar-Iron Age Planters



The Model shown is the Two-wheel, Engine Powered Combination Row Crop and Orchard Sprayer.

We are ready with a complete line of sprayers designed to set new performance records in high pressure spraying efficiency. Every grower and orchardist owes it to himself to get posted on the new line of Farquhar-Iron Age High Pressure Sprayers before making any further investments in spraying equipment. Built around a new high pressure sprayer pump which sets a new standard for accessibility, efficient performance and long life. Pressures up to 100 lbs., and pumping capacity of 14, 20 and 35 gallons a minute. Available in a wide range of models for orchard and row-crop work—4 wheel cut-under Orchard type; 2-wheel Tractor Trailer Power Takeoff; 2-wheel Engine-driven Row-crop; Row-crop Tractor Trailer with Power Takeoff; Skid Type for mounting on wagon or truck bed. Each model in two or three sizes.

**Write Today for
 FREE CATALOG**

A. B. FARQUHAR CO., Limited
 BOX 1230 YORK, PENNSYLVANIA.

Even if you do not intend to buy new spraying equipment this season, you should send for your free copy of the Farquhar-Iron Age Sprayer Catalog TODAY.

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THE GUIDE POST

PENNSYLVANIA
 POTATO
 GROWERS

VOLUME XV NUMBER 6

JUNE • 1938
 SPRAY NUMBER

PUBLISHED BY THE
 PENNSYLVANIA COOPERATIVE
 POTATO GROWERS ASSOCIATION
 INCORPORATED

LIME AND BLUE STONE TABLE

This table is figured on the basis of the standard Bordeaux formula, 8-8-100, at the rate of 100, 125 and 150 gallons per acre.

Determine your lime and bluestone needs quickly by following your acres across to the contemplated number of sprays, as per example: 100 gallons per acre, 8 acres, 12 sprays, equals 768 pounds; 125 gallons per acre, 10 acres, 14 sprays, equals 1,400 pounds; 150 gallons per acre, 30 acres, 16 sprays, equals 5,760 pounds.

No. of Acres	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
1	8	16	24	32	40	48	56	64	72	80	88	96	104	112	120	128
2	16	32	48	64	80	96	112	128	144	160	176	192	208	224	240	256
3	24	48	72	96	120	144	168	192	216	240	264	288	312	336	360	384
4	32	64	96	128	160	192	224	256	288	320	352	384	416	448	480	512
5	40	80	120	160	200	240	280	320	360	400	440	480	520	560	600	640
6	48	96	144	192	240	288	336	384	432	480	528	576	624	672	720	768
7	56	112	168	224	280	336	392	448	504	560	616	672	728	784	840	896
8	64	128	192	256	320	384	448	512	576	640	704	768	832	896	960	1024
9	72	144	216	288	360	432	504	576	648	720	792	864	936	1008	1080	1152
10	80	160	240	320	400	480	560	640	720	800	880	960	1040	1120	1200	1280
20	160	320	480	640	800	960	1120	1280	1440	1600	1760	1920	2080	2240	2400	2560
30	240	480	720	960	1200	1440	1680	1920	2160	2400	2640	2880	3120	3360	3600	3840
40	320	640	960	1280	1600	1920	2240	2560	2880	3200	3520	3840	4160	4480	4800	5120
50	400	800	1200	1600	2000	2400	2800	3200	3600	4000	4400	4800	5200	5600	6000	6400
100	800	1600	2400	3200	4000	4800	5600	6400	7200	8000	8800	9600	10400	11200	12000	12800
125	1000	2000	3000	4000	5000	6000	7000	8000	9000	10000	11000	12000	13000	14000	15000	16000
150	1200	2400	3600	4800	6000	7200	8400	9600	10800	12000	13200	14400	15600	16800	18000	19200
200	1600	3200	4800	6400	8000	9600	11200	12800	14400	16000	17600	19200	20800	22400	24000	25600
250	2000	4000	6000	8000	10000	12000	14000	16000	18000	20000	22000	24000	26000	28000	30000	32000
300	2400	4800	7200	9600	12000	14400	16800	19200	21600	24000	26400	28800	31200	33600	36000	38400
350	2800	5600	8400	11200	14000	16800	19600	22400	25200	28000	30800	33600	36400	39200	42000	44800
400	3200	6400	9600	12800	16000	19200	22400	25600	28800	32000	35200	38400	41600	44800	48000	51200
450	3600	7200	10800	14400	18000	21600	25200	28800	32400	36000	39600	43200	46800	50400	54000	57600
500	4000	8000	12000	16000	20000	24000	28000	32000	36000	40000	44000	48000	52000	56000	60000	64000
550	4400	8800	13200	17600	22000	26400	30800	35200	39600	44000	48400	52800	57200	61600	66000	70400
600	4800	9600	14400	19200	24000	28800	33600	38400	43200	48000	52800	57600	62400	67200	72000	76800
650	5200	10400	15600	20800	25600	30400	35200	40000	44800	49600	54400	59200	64000	68800	73600	78400
700	5600	11200	16800	22400	27200	32000	36800	41600	46400	51200	56000	60800	65600	70400	75200	80000
750	6000	12000	18000	24000	29600	35200	40800	46400	52000	57600	63200	68800	74400	80000	85600	91200
800	6400	12800	19200	25600	31200	36800	42400	48000	53600	59200	64800	70400	76000	81600	87200	92800
850	6800	13600	20400	27200	32800	38400	44000	49600	55200	60800	66400	72000	77600	83200	88800	94400
900	7200	14400	21600	28800	34400	40000	45600	51200	56800	62400	68000	73600	79200	84800	90400	96000
950	7600	15200	22800	30400	36000	41600	47200	52800	58400	64000	69600	75200	80800	86400	92000	97600
1000	8000	16000	24000	32000	38400	44800	51200	57600	64000	70400	76800	83200	89600	96000	102400	108800
1050	8400	16800	25200	33600	40000	46400	52800	59200	65600	72000	78400	84800	91200	97600	104000	110400
1100	8800	17600	26400	35200	41600	48000	54400	60800	67200	73600	80000	86400	92800	99200	105600	112000
1150	9200	18400	27600	36800	43200	49600	56000	62400	68800	75200	81600	88000	94400	100800	107200	113600
1200	9600	19200	28800	38400	44800	51200	57600	64000	70400	76800	83200	89600	96000	102400	108800	115200
1250	10000	20000	30000	40000	48000	56000	64000	72000	80000	88000	96000	104000	112000	120000	128000	136000
1300	10400	20800	31200	41600	49600	57600	65600	73600	81600	89600	97600	105600	113600	121600	129600	137600
1350	10800	21600	32400	43200	51200	59200	67200	75200	83200	91200	99200	107200	115200	123200	131200	139200
1400	11200	22400	33600	44800	52800	60800	68800	76800	84800	92800	100800	108800	116800	124800	132800	140800
1450	11600	23200	34800	46400	54400	62400	70400	78400	86400	94400	102400	110400	118400	126400	134400	142400
1500	12000	24000	36000	48000	56000	64000	72000	80000	88000	96000	104000	112000	120000	128000	136000	144000
1550	12400	24800	37200	49600	57600	65600	73600	81600	89600	97600	105600	113600	121600	129600	137600	145600
1600	12800	25600	38400	51200	59200	67200	75200	83200	91200	99200	107200	115200	123200	131200	139200	147200
1650	13200	26400	39600	52800	60800	68800	76800	84800	92800	100800	108800	116800	124800	132800	140800	148800
1700	13600	27200	40800	54400	62400	70400	78400	86400	94400	102400	110400	118400	126400	134400	142400	150400
1750	14000	28000	42000	56000	64000	72000	80000	88000	96000	104000	112000	120000	128000	136000	144000	152000
1800	14400	28800	43200	57600	65600	73600	81600	89600	97600	105600	113600	121600	129600	137600	145600	153600
1850	14800	29600	44400	59200	67200	75200	83200	91200	99200	107200	115200	123200	131200	139200	147200	155200
1900	15200	30400	45600	60800	68800	76800	84800	92800	100800	108800	116800	124800	132800	140800	148800	156800
1950	15600	31200	46800	62400	70400	78400	86400	94400	102400	110400	118400	126400	134400	142400	150400	158400
2000	16000	32000	48000	64000	72000	80000	88000	96000	104000	112000	120000	128000	136000	144000	152000	160000
2050	16400	32800	49600	65600	73600	81600	89600	97600	105600	113600	121600	129600	137600	145600	153600	161600
2100	16800	33600	50800	67200	75200	83200	91200	99200	107200	115200	123200	131200	139200	147200	155200	163200
2150	17200	34400	52000	68800	76800	84800	92800	100800	108800	116800	124800	132800	140800	148800	156800	164800
2200	17600	35200	53200	70400	78400	86400	94400	102400	110400	118400	126400	134400	142400	150400	158400	166400
2250	18000	36000	54400	72000	80000	88000	96000	104000	112000	120000	128000	136000	144000	152000	160000	168000
2300	18400	36800	55600	73600	81600	89600	97600	105600	113600	121600	129600	137600	145600	153600	161600	169600
2350	18800	37600	56800	75200	83200	91200	99200	107200	115200	123200	131200	139200	147200	155200	163200	171200
2400	19200	38400	58000	76800	84800	92800	100800	108800	116800	124800	132800	140800	148800	156800	164800	172800
2450	19600	39200	59200	78400	86400	94400	102400	110400	118400	126400	134400	142400	150400	158400	166400	174400
2500	20000	40000	60400	80000	88000	96000	104000	112000	120000	128000	136000	144000	152000	160000	168000	176000
2550	20400	40800	61600	81600	89600	97600	105600	113600	121600	129600	137600	145600	153600	161600	169600	177600
2600	20800	41600	62800	83200	91200	99200	107200	115200	123200	131200	139200	147200	155200	163200	171200	179200
2650	21200	42400	64000	84800	92800	100800	108800	116800	124800	132800	140800	148800	156800	164800	172800	180800
2700	21600	43200	65200	86400	94400	102400	110400	118400	126400	134400	142400	150400	158400	166400	174400	182400
2750	22000	44000	66400	88000	96000	104000	112000	120000	128000	136000	144000	152000	160000	168000	176000	184000
2800	22400	44800	67600	89600	97600	105600	113600	121600	129600	137600	145600	153600	161600	169600	177600	185600

94 (now revised as No. 137) of the Pennsylvania State College gives accurate and complete information on the three essentials in potato spraying. That is "Time, Manner, and Material."

"It is not the purpose here to go into a lengthy discussion on these points but rather to point out the dangers ahead. Pennsylvania potato prospects, to date, look good. Lehigh County never looked better. The crop is not made yet and herein lies the danger. The crop, on the average, state wide, is two weeks late. The rainfall has been excessive. Either extreme from now on of abnormally dry weather or continued wet weather will be disastrous to many a potato grower.



BLIGHT CAN BE CONTROLLED

In years when Blight is epidemic as in western Pennsylvania this past year, early sprays are even more vital than late sprays in its control. It is difficult to check the spread of Blight once it has a start especially on young tender foliage. You will find plenty of evidence in this issue, both early and late, for blight control.

with us all season. A continuation of the present weather conditions—and disaster on every hand.

"There is but one remedy under such conditions, — thorough and frequent spraying. No grower can await the appearance of late blight and then spray and get control. Ten day intervals under adverse weather conditions is the rule. But, say some, it rains all the time, —the ground is too wet to get on. No better argument can be advanced for the need of spraying.

"Whether it is wet or whether it is dry, spraying is imperative. It is profitable in either case. It produces the cheapest potatoes."

* * * *

"The reasoning for the above remarks is as follows: Owing to the abnormally wet weather, the potato tops are extremely succulent; the root system is very shallow. Transpiration and evaporation is very rapid so that if the weather should turn off dry and hot, potato fields would go down rapidly with tip-burn and leaf-scorch. There is but one remedy under such conditions and this is thorough and frequent spraying.

"On the other hand, the first appearance of late blight in any season was on July 22, under conditions not as favorable as at present except the potatoes were further developed. July 22, is here and gone. "Blight Weather" has been

Dusting Versus Spraying

"Everybody who has potatoes would like to dust them instead of putting on a liquid spray. It can be done so much quicker, with less costly machinery especially for small plots, is not so messy, and gets away from the often awkward water supply difficulty.

"But there are two large sized objections which as yet have prevented any general adoption of the dusting method for potatoes. The cost of the material is greater than the standard home-made Bordeaux, and the results up to the present have not inspired confidence in the ability of dust to give sufficient protection against blight under ordinary field conditions.

"The general conclusion that would come from a survey of the reports of the various experimental work on dusting potatoes would be that dusting is still a process that one should let the other fellow or the experimental stations carry on and meanwhile stick to the good old Bordeaux."—W. A. McCUBBIN, 1925.

* * * *

Report of Lehigh Crop As of September, 1926

"The Lehigh crop at present is hanging in the balance. We are facing an impending blight epidemic. Unsprayed fields are passing out quickly. The indications at present are for a rather light yield, at least lighter than the heavy growth of vines indicated. Some digging has been done and trucks hauling to market are paying \$1.25 per bushel at the farm. Shipments by car will start about September 15th."—A. H. HACKER.

* * * *

Sprayers

Everybody is conceding the fact that this ninth year, again proves the potato sprayer to be the most important piece of machinery in Pennsylvania potato fields. Greater increases in yield per acre have been secured than ever before. In addition to this late blight rot, in spite of the excessive wet weather, has been controlled completely. The tubers from these fields have gone into storage, wet and plastered with mud, but no rot has developed. This is further proof that if the tops do not blight, the tubers will not rot. It has taken a super charge of "mentality" to cause the grower to keep them covered a season like the one just closed. Of course, the usual number maintained that it rained "all time" and I was unable to get them sprayed. Yet "Jacob Wile of Montgomery County, managed to get 13 or 14 applications; Reuben Ringer of Lehigh County succeeded in getting 13, Robert Getz of Carbon County came through with 8 sprays. Ray Briggs of Luzerne County made 16; The Penn State College made 10; W. S. VanWegen of Potter County made 10; Thomas Denniston and Son of Butler County made 10; Clark C. Pollock of Indiana County made 9; A. D. Beaver of Union County made 10; and A. J. Snyder of Lehigh County made 12.

It is significant that the average yield of these ten men with a total of 198 acres, averaged better than 435 bushels per acre over their entire acreage. Spraying did it, you ask? It made over 200 bushels per acre increase in several of these

same fields.

The engine driven or combination sprayer proved its worth this season when the ground was so wet that the wheels of the traction outfit slid, resulting in a somewhat reduced pressure.

Remember, when purchasing a sprayer, it ought to be under a guarantee to develop and maintain a constant pressure of 200 pounds or better at the nozzle and apply 100 gallons or more per acre per application. The nozzles, three



A FOUR ROW TRACTION SPRAYER

Read John Bachman's outstanding experience in 1927 as it appears in this issue. This was accomplished with a four row traction sprayer. This is the type of sprayer that started Pennsylvania's state wide potato spray program. Hundreds of these sprayers are capable of doing a good job of spraying if a rainy day or two is spent on adjustment and repair.

to each row, should have a wide range of adjustability and then they ought to be adjusted at intervals throughout the season to procure the optimum effect on the vines. Such a sprayer is as indispensable to the potato grower as is the planter or digger. — November 1926 GUIDE POST

* * * *

Jacob S. Wile on, "How I Raised 10,000 Bushels of Potatoes on 25 Acres

"I begin to spray as soon as the potatoes are up and sometimes before they are all up. Last year I sprayed eleven times during the season. Climatic conditions determine the number of times to spray. When dry and hot, I spray oftener. In spraying my fields, I always

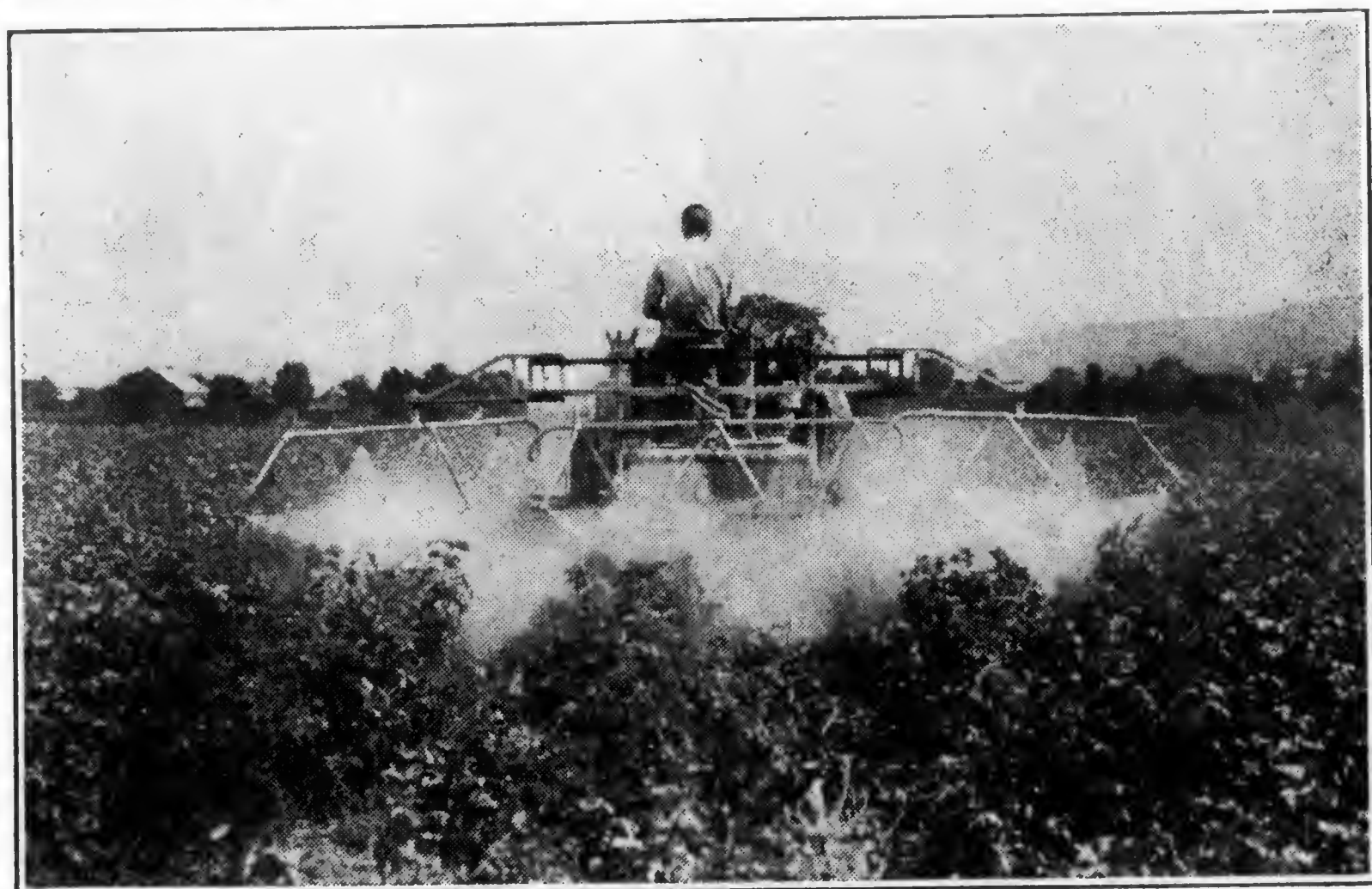
aim to reverse the direction I take in going through the rows at each spraying, by doing so I believe I can cover the plants more thoroughly." — January 1927.

* * * *

John Bachman Has An Outstanding Experience

John R. Bachman of Hellertown, Northampton County, says he has learned his lesson on the value of spraying. He grows 35 acres of potatoes and this year sprayed for the first time. He left

one acre unsprayed—along came the blight and killed the potato vines on this acre early in August. This acre yielded 229 bushels of potatoes. In this same field he dug from a single acre 621.4 bu. of potatoes. The entire acre was dug and weighed in the presence of some 400 visitors, the work being supervised by County Agent Coleman. Who wouldn't learn a lesson when the investment of fifteen or twenty dollars brings a return of 400 bushels of potatoes? This yield stands as the third highest reported thus far in the State. The variety



A SIX ROW ENGINE DRIVEN SPRAYER

The six row engine mounted sprayer marked a definite advancement in sprayer equipment with Pennsylvania potato growers. Higher pressure and more speed in spraying were the two most significant gains.

used was Russets grown from certified seed. The field last year was in wheat seeded with clover and alfalfa; it was plowed both last fall and this spring. During the winter 25 tons of stable manure was applied per acre. Before the planting 1100 lbs. of a 3-10-6 fertilizer was applied broadcast and an equal amount of the same fertilizer was again applied at planting time in the row. The potatoes were planted the third week of April in rows 30 in. apart and 9 in. in the row. They were weeded five times, cultivated four times and sprayed fourteen times.—October 1927.

* * * *

What We Have Learned About Potato Spraying During the Past Year

"Where we sprayed 14 times we had

sound potatoes but where we missed on account of the rain our crop was cut at least one-third and here we had some blight."—H. H. BAUM, Hilltown, Bucks County, 1927.

"We have nothing in particular to report this year other than that if the potato growers of Pennsylvania are to increase their profits in potato growing they must use modern sprayers that will keep a pressure of at least 300 lbs., and they must spray all fields at least ten to twelve times.—BIRD BRO., Meyersdale, Somerset County, 1927.

"I used to think it was a help only in dry seasons but this season plainly showed me the importance of spraying regardless of season. We had little rot

while my neighbors who did not spray had heavy losses and in my own field wherever I left a row unsprayed the plants died off much earlier than the rest and the yield was cut."—HARRY C. SWOAR, Lancaster R.D. 8, Pa. 1927.

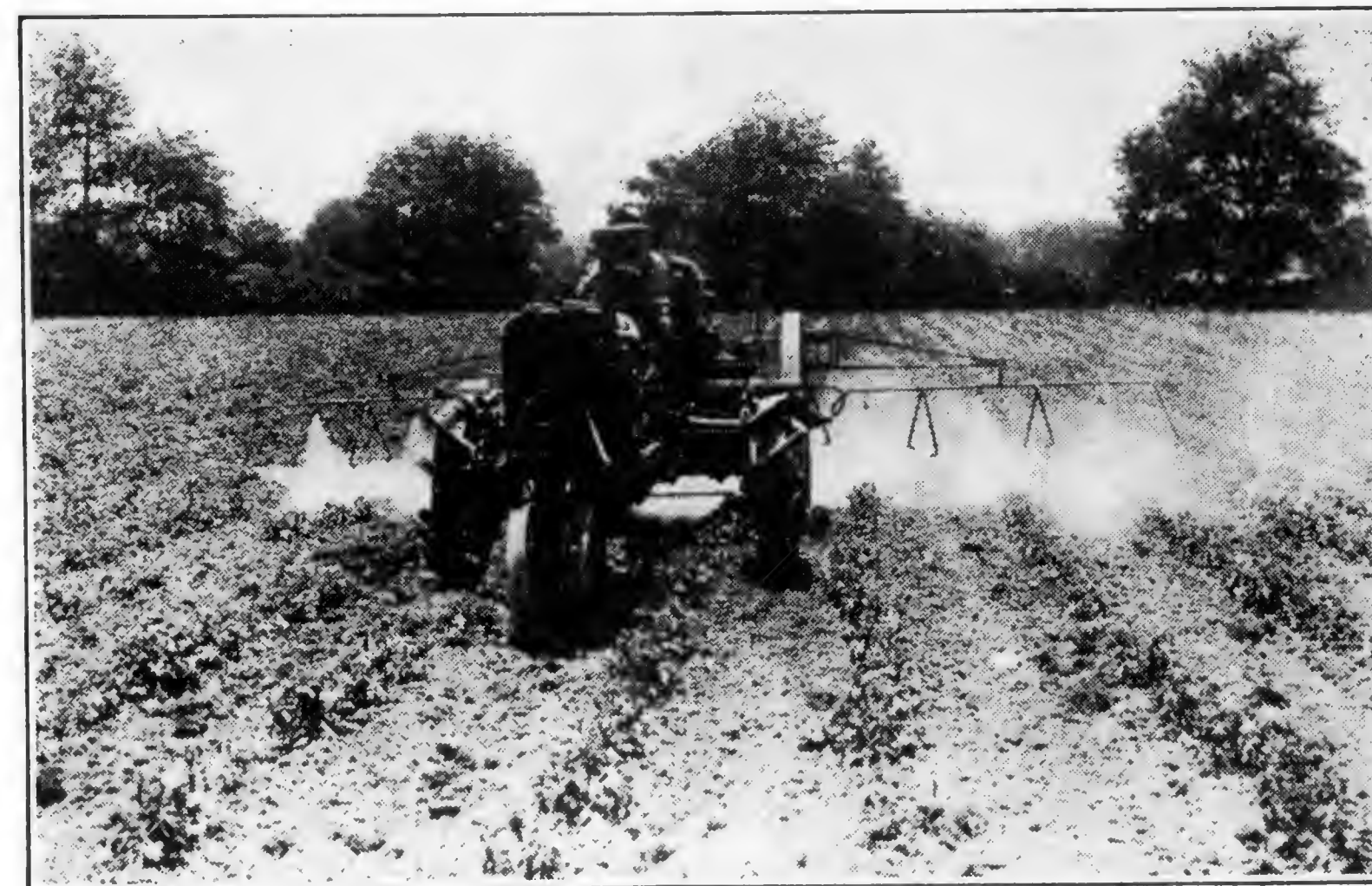
"I attribute my increase in yield to Dr. Nixon's recommendation last year at Harrisburg during the Farm Products Show. I followed it and sprayed every six days at the beginning of the spraying period. I began to spray as soon as I could follow the rows. I credit the increase this year in my record from 425 to 501 bushels to this change in my plan."—R. B. SIMONS, Sterling, Wayne County, Pa. 1927.

"The main thing I have found in raising potatoes is spraying. I have sprayed

13 times and keep my potato patch cultivated. I used a 4-8-7 fertilizer—about 600 lbs. to the acre, and 10 tons of manure to the acre. This put me in the 400 Bushel Club."—CALVIN A. STAUFFER, Ringtown, Schuylkill County, 1927.

"I have learned that it pays to spray regularly and that it is as important at the end of the growing season as at the beginning or in the middle. I sprayed 14 times and I am sorry that I did not spray 16 or 18 times. I shall try not to fall down on the spraying job from the beginning to the very end."—W. S. BISHOP, Doylestown, Bucks County, 1927.

"I want to say that I have learned to use better seed and also to spray often—er and better this year. I planted 100 bushels of certified seed from Michigan



SPRAYING WITH TRACTOR POWER TAKE-OFF

The advancement of the all-purpose tractor, both wheel and crawler type, meant larger sprayers in Pennsylvania including six, eight, and ten row outfits. Both speed and economy played a part in this development for the larger grower.

which yielded about 60 bushels to the acre more than my own seed in the same field under the same conditions. I sprayed 15 times this year at intervals of one week, which was double the number of times I sprayed the year before and I got double the result."—ELI MCHENRY, Benton, Columbia County, 1927.

* * * *

A New Champion

Amos Eberly of New Holland, Lancaster County, has reported the highest

yield of potatoes from an acre this season. His yield is 651.4 bu., the acre having been dug under the supervision of the County Agent and several hundred visitors. The acre was a part of an eight acre field of potatoes which averaged better than 600 bushels. The soil is good Lancaster County limestone soil that has been used for growing tobacco for many years. There is nothing startling about the methods used by Mr. Eberly, except that he is a man who is thorough in his farm operations and in growing his potatoes uses the best methods he

knows how. He used 30½ bu. of certified Michigan Russet seed on this acre which was planted May 4th. He used 1200 lbs. of a 3-12-5 fertilizer and eight tons of stable manure per acre—weeded six times, cultivated four times and sprayed fourteen times. The field last year was in clover and alfalfa which was seeded down in wheat the year before. The field was plowed in the fall to a depth of eight or nine inches. The potato vines remained green until the 5th of October and the potatoes were dug October 27th.—October 1927.

Notes From Pennsylvania State Wide Potato Tour

"After our first breakfast, which consisted of ham and eggs served outside of the College Armory, everybody piled into the busses to see "Chappy" Kepler's field at Pine Grove Mills. "Chappy" had a real field of potatoes—26 acres in all. With a 98 per cent stand and a good spraying job, you can imagine that his vines covered the ground in a dense mass. He uses nothing but certified seed and starts spraying with an engine driven sprayer as soon as the potatoes



THE TRUCK MOUNTED SPRAY OUTFIT

The truck outfit has a number of advantages that have made it popular with Pennsylvania growers: Speed of spraying, eight, ten and twelve row outfits, a time saver in moving to and from the field in filling, and by dismounting the spray outfit the use of the truck for other purposes during harvest and the off-season.

peep thru the ground. He has sprayed every week since they first could do so. His prospects for a high yield are good. He had better than 500 bushels to the acre last year.

"We stopped with E. R. Blass, several miles beyond Coudersport. Mr. Blass is growing 11 acres of Russet potatoes for seed. His patch was as clean and as healthy a looking one as we saw on the whole tour. He got his seed six years ago from Michigan and has been roguing it carefully since so that its disease count is low. The potato vines in this patch

and in the one seen next have very smooth, broad spreading leaves. Mr. Blass has been spraying consistently every week since the potatoes peeped through the ground about the first of June. Consequently there was no insect injury of any kind which, by the way, is not as severe as it is in the warmer sections of the state; nor was any blight to be found anywhere in the patch even though blight had already appeared in the county.

(Continued on page 16)

Clearfield County Grower Nets 15 to 30 Cents Higher per Bushel on the Association Pack

George M. Young, of La Jose, Clearfield County, gave the marketing program a worthwhile whirl during the past season, as is evidenced by his self-explanatory letter, written in thanks to the Association office recently:—

"La Jose, Penna.
May 11, 1938

Mr. E. B. Bower, General Manager
Pennsylvania Cooperative Potato
Growers' Association, Inc.
Bellefonte, Penna.

Dear Mr. Bower:

I should have written you long ago, but we have been too busy getting our spring crops out.

me sacks, and because I could only get an Inspector on Saturdays, he assisted me with my packing. Many thanks to Mr. Denniston!

Am enclosing a snapshot of some of our packers. Also my dollar for membership in the Association and subscription to the GUIDE POST.

Looking forward to packing more potatoes this fall, and with many thanks for your cooperation, I am

Very truly yours,
(Signed) George M. Young"

Mrs. Wm. C. Deebel First to Market Through Association From the Ringtown Valley

It takes a woman to start things. At least, such was the case in the Ringtown Valley this spring when Mrs. William C. Deebel, of Ringtown, Penna., fired to enthusiasm by the inspiring talk given by Miss Franklin R. Wilson, during the annual meeting at the Farm Show, packed potatoes in the Association trademarked bags and marketed them through the cooperative channels of the Association.

Mr. S. R. Poole, of the Department of Potato Interests, gave Mrs. Deebel careful personal instruction and help, and then arranged for her, through the Association, a fine market in Hazleton at a considerable price advance over what she been receiving in Pottsville and vicinity.

Of the success of her marketing venture Mrs. Deebel writes, "We were very much pleased with selling our potatoes through the Pennsylvania Potato Growers' Association this spring. While we only had three hundred and sixty bushels to sell this way, it was very interesting and instructive to market them."

"They were clean to handle and nice to deliver in quantities, saving time and expense. My son, Marvin, surely enjoyed the whole transaction, especially delivering the potatoes in his new Diamond T truck. He now has a new interest in raising potatoes."

(Continued on page 23)



George M. Young, of La Jose, Clearfield County, with his packers.

As you instructed, we delivered our last 1533 Blue pecks of potatoes to the American Stores Company, Johnstown, Penna., during the last week in March.

I am the first grower in my locality to pack and sell through the Association, and must say I am very much in favor of the Association plan of marketing potatoes. I received 15 to 30 cents more per bushel than my neighbors did for their potatoes.

I got sacks for my first load through Mr. Haskell G. Kunes, of Keewaydin, Penna., who was handling the deal in the lower end of the county. Then I met Mr. L. T. Denniston, who assisted me with my last two truck loads. He brought

THE GUIDE POST

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Evan D. Lewis, R. 5, Johnstown, Somerset

Annual membership fee \$1.00. This includes the Guide Post.

All communications should be addressed to E. B. Bower, Secretary-Treasurer and General Manager, Bellefonte, Pennsylvania.

DAYS OF JUNE

You were my nearest near-by neighbor,
So how could we help if our Springtime
labor
Brought us so near to the joining hedge
That you looked over its budding edge
And smiled, as a near-by neighbor would
do,
And I, as was proper, smiled back at
you?
And how could we help if the flowers
you grew
Were the same flowers that I loved, too;
Or how could we help if a red-throat
linnet
Built a nest, and put within it
Three small eggs in such a way
That we had to watch them day by day.
To see—well, I saw the glad surprise
That danced in the depth of your
woman's eyes
When three little fledgelings, all crawl
and bill,
Opened their mouths with a greedy will;
And you saw, I suppose, just the birds
in the nest,
For you never once wandered or never
once guessed

Why a grown-up man should be so
absurd
As to spend days and days watching a
bird.

—RALPH BACON

Editorial

Another potato spray season is upon us. In order to impress upon our readers the importance of this fundamental principle of potato production we are publishing in this issue authentic evidence on the value of spraying in growing profitable yields of potatoes in Pennsylvania. This evidence has been compiled from public addresses by men who fostered and grew up with the program, from records over a period of years, from previous articles appearing in the *GUIDE POST*, and from personal letters of prominent or leading growers. Unfortunately space will not permit our publishing scores of other equally impressive and worthy testimonials on this subject. You will find in those here published ample answer to those who would betray the confidence in a spray program that has met with greater success than the program of any other state or producing area.

The recommendations presented here are the result of 20 years study and observation on the most practical and efficient methods of foliage protection.

We suggest that you read and reread these quotations and go forth and do the best possible job of spraying for the season. Read what these men have to say about when to begin to spray, the type of sprayer, pressure, how often to spray, what material to use, the danger periods, the importance of late sprays, the control of blight, and most important of all the results secured.

Some look upon spraying as a hard and disagreeable job. Others find real pleasure in showing neighbors and visitors a job well done. The latter also reap a just reward of increased profits from increased yields and superior quality at market time.

UNEXPECTED

Explorer—"And there, as I entered the house, I came face to face with a ferocious ape. What do you think I did?"

Bored listener—"Removed the mirror."—MONTREAL STAR.

The Creation of "Camp Potato"

To All Who Are Interested in the Advancement of the Potato Industry
of Pennsylvania:—

WHAT IS "CAMP POTATO"?

It is a camp which, when completed, will provide comfortable housing facilities in scenic and healthful surroundings for farm people of Pennsylvania, more particularly those interested in the development of the potato industry.

WHAT IS ITS PURPOSE?

The purpose of the camp is to provide permanent facilities for the potato breeding project of The Pennsylvania State College for the benefit of the potato industry. These needed facilities, up to the present time, have been supplied by individual growers. This, at best, is a temporary expediency.

It is further the purpose of the camp to provide a community, county and inter-county service center, on a non-profit, non-speculative basis. The camp will be used for housing equipment and supplies incident to the program of developing, proving, and multiplying varieties of potatoes better adapted to present and future needs of our industry. It is also contemplated to use the camp facilities and equipment for organized groups of growers and youth who are potential potato growers of the future.

WHERE WILL IT BE LOCATED?

"Camp Potato" will be erected on a 270 acre tract of land, as shown on the following page, which has been deeded, in fee simple, to the Pennsylvania Cooperative Potato Growers' Association, Inc., and located on the Roosevelt Highway, approximately seven miles east of Coudersport, Potter County, Pennsylvania, on what is commonly known as Denton Hill. The elevation of the camp site is 2424 feet and the tract is completely surrounded by state-owned forest land. The site is at the head waters of three great drainage systems, the Allegheny River which flows into the Ohio River, the Ohio into the Mississippi River and finally into the Gulf of Mexico; the Genesee River, which flows into the St. Lawrence River, the St. Lawrence into the Gulf of St. Lawrence and finally into the Atlantic Ocean; and the Susquehanna River which empties into the Chesapeake Bay.

HOW WERE HOUSING FACILITIES PROVIDED?

They were made possible solely on the merits of this worthwhile project by the Federal Government, which, through the Director of the Civilian Conservation Corps, Washington, D. C., and the United States Forest Service, Warren, Pennsylvania, transferred, on April 28, 1938, to the Pennsylvania Cooperative Potato Growers' Association, Inc., CCC Camp F-10, located at Ridgway, Elk County, Pennsylvania. This camp consists of 19 buildings and is located three miles west of Ridgway, Pennsylvania, on a hard-surfaced road.

WHEN WILL CCC CAMP F-10 BE DISMANTLED?

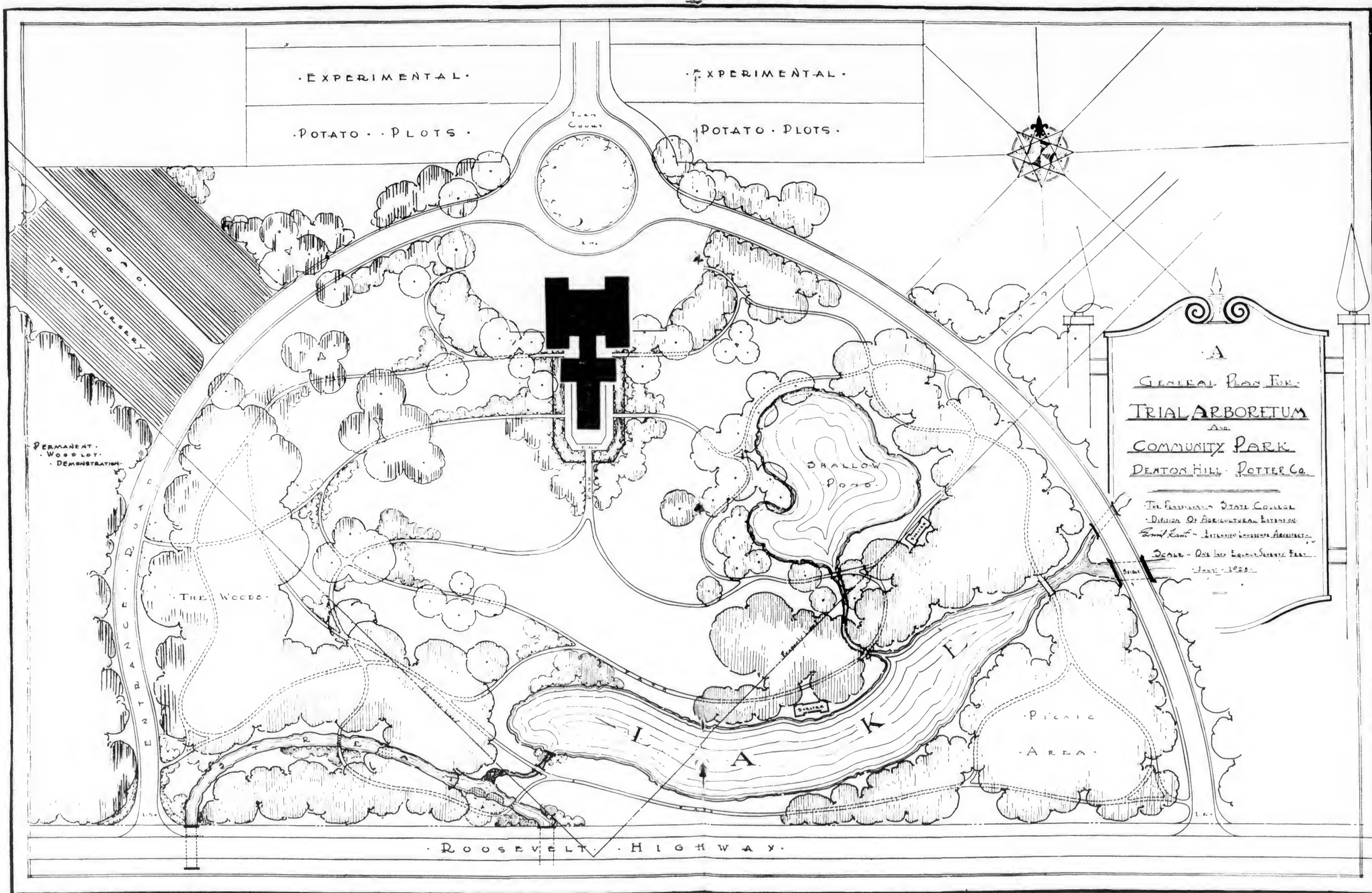
The date set for the dismantling of CCC Camp F-10 has been set for **FRI-DAY**, and **SATURDAY, JUNE TENTH** (10th) and **JUNE ELEVENTH** (11th), 1938, preparatory to removal and rebuilding of the necessary buildings on the site in Potter County. **REMEMBER THE DATES, JUNE 10th-11th, 1938.**

HOW IS THE CAMP TO BE DISMANTLED?

It is proposed to dismantle the camp by means of a *State-wide* potato growers' meeting and frolic, and growers are expected from all over the state of Pennsylvania. There will be an opportunity for all able-bodied men and boys to take part. A complete record of all those participating will be hung in the assembly hall of "Camp Potato" when completed. Movies and newsreels will be made of the gathering and workers on each of the above dates. News stories and radio broadcasts will refer to delegations from various counties. Come both days if you can, but if unable to come both days, arrange to cooperate on one of the above dates, **JUNE 10th or 11th, 1938.**

WHAT TOOLS ARE NECESSARY?

Tools which will be necessary for tearing down the buildings include small wrecking bars, nail cutters, pruning knives, suitable for removing roofing paper, nail pullers, claw hammers, saws and half-inch rope for lowering materials and to use as safety belts.



MAP OF SITE FOR "CAMP POTATO"

The idea of erecting a camp on Denton Hill, Potter County was conceived in 1928. The following year the above plan was drawn up, roads graded, and then the depression. A 270 acre tract of land including the camp site has been deeded recently to the State Potato Growers Association. CCC Camp F-10 near Ridgway, Elk County has been released by the Civilian Conservation Corps to the Association for the purpose of erecting a permanent camp on the above site. Potter County business men are supporting the movement with financial assistance. It is proposed with the spirited assistance of potato growers throughout Pennsylvania by means of a State Wide Meeting and Frolic on June 10-11, to tear down the camp at Ridgway and transport the lumber to the site in Potter County. The erection of the permanent camp has been contracted and completion of the above drawn plans assured.

LODGING FACILITIES.

Those coming for both days, Friday and Saturday, will have lodging paid by the Association at Ridgway, Pennsylvania. It is suggested that groups coming for one day only provide themselves with a basket lunch or plan to secure sandwiches and refreshments, at a nominal cost, at the camp site which is located three miles out of Ridgway. Free coffee will be served to all.

HOW TO REACH THE CAMP.

Information as to how to reach the camp can be secured at the desk of the Hyde Hotel, on the square, Ridgway, Pennsylvania. The road will be well marked from Ridgway.

TIME ALLOTTED FOR DISMANTLING CCC CAMP F-10

The time allotted by the Federal Government for the removal of the buildings now located on this camp site is limited. The Government, when making transfer of a camp, demands that it be removed from the public land in the shortest time possible, and that the camp site be restored to its original condition.

Provisions have already been made for the restoration of the camp site as well as for the reconstruction of the necessary buildings on the new site in Potter County.

SUPERVISION OF THE WORK.

The general supervision of the work will be vested in the Officers and Directors of the Association, who have secured the services of an experienced contractor and builder who will have direct charge of the dismantling of the camp. In making your arrangements to cooperate, it is suggested that you contact this office direct for additional information or the Association Director for your district, as follows:

Walter S. Bishop
Doylestown, Penna.

P. Daniel Frantz
R. F. D. No. 1
Coplay, Penna.

L. O. Thompson
R. F. D. No. 1
New Freedom, Penna.

John B. Schrack
R. F. D. No. 1
Loganton, Penna.

Ed. Fisher
Coudersport, Penna.

R. T. Wigton
Spruce Creek, Penna.

Evan D. Lewis
R. F. D. No. 5
Johnstown, Penna.

J. A. Donaldson
R. F. D. No. 1
Emlenton, Penna.

J. C. McClurg
Geneva, Penna.

IMPORTANCE OF THE PROJECT.

The far-reaching results of such an undertaking cannot be measured in dollars and cents. When it is fully appreciated that the land on which this camp will be erected was given to the Association for the purpose of this worthwhile cause, and that, because of the merits of the project, the Government transferred CCC Camp F-10 to the Association, thus making available buildings which the Association could not have provided by purchase; when it is appreciated that in this project the Youth is given first consideration, and that the Youth now interested in agriculture is the farmer who will produce food to feed the Nation tomorrow; that the building of character and making possible employment under congenial, healthful and pleasant surroundings, is the most enduring monument the potato growers of this State can erect, we ask you, IS IT WORTHWHILE?

DISMANTLING CEREMONY.

The ceremony of removing the first board will take place at 8:00 A. M., on Friday, June 10th, 1938. Public officials and leaders in the industry will take part in this ceremony.

Free moving pictures and entertainment will be furnished on Friday evening.

"MANY HANDS MAKE LIGHT WORK".

We can make the task light. Let's all join in this spirited movement and frolic.

**WILL YOU BE
WITH US AT
RIDGWAY?**

POTATO CHIPS

Recent rains, though rather light, have been welcome to most potato growers of the State, with certain counties reporting as much as a six inch deficiency of rainfall to the middle of May. Early plantings have been retarded, in some sections, by lack of moisture, which may be advantageous since all the early States seem to be coming in two weeks early this year. Later maturity of early Cobblers in Southern Pennsylvania may be more favorable than early maturity.

Surprised to note how rapidly the Katahdin is becoming established in many principal producing sections of the country, it being admittedly a poor quality potato and the trade in the cities often paying a premium for Katahdins over high quality Green Mountains. Just goes to show how important appearance is in selling any article.

Read the following in "Nulaid News" official paper of Poultry Producers of Central California. "Of course, there will always be producers who stay outside the folds of a cooperative organization upon the theory that independence of action will be more profitable to them. We think they fail to take into account the demoralized condition of the market before the co-operative entered the field and that they are in reality benefitting from the existence of the co-operative although they do not belong to it. Someone has aptly said "One of the chief benefits of a co-operative is what it saves you from." Eggs-actly and just as true with spuds!

According to experiments in New York State, highest yields are received from potatoes stored between 40 and 50 degrees Fahrenheit. Plant seeds stored at 32 degrees came up more slowly and gave a poorer yield than seed stored at 40° to 50°. This report stated that in regions where early planting usually brings highest yields, higher storage temperature should give good sprout growth and better yields. For sections where late planting is best, the storage temperature may be lower. Plants from potatoes stored at 50 degrees mature about seven to ten days earlier than plants from potatoes stored at 40 degrees, according to this report.

Noticed in an old issue of "Citrus Leaves" a thought-provoking editorial which contained the following excerpts: "A Florida paper recently carried an editorial advocating "compulsory cooperation". This is like harnessing the lion and the lamb together. The very essence of cooperation is voluntary association . . . growers forced to act collectively at the point of a gun, speaking economically and legislatively, will not bring to cooperation that very vital and essential spirit of mutual interest. The old philosopher who wrote the adage about pulling horses to water knew his psychology. —The very life of cooperative effort is the willingness of growers to pool their interests and, shoulder to shoulder, to fight for the best interests of the whole. When a cooperative does not succeed one of the first conclusions is that the failure was due to lack in membership numbers. As a matter of fact, the acid test of any cooperative is its ability to function at least with ordinary business efficiency, merely multiplying numbers doesn't bring increased effectiveness. And if you try to build those numbers by legislative force you might just as well throw your cooperative structure to the wind and go fishing."

"BILL SHAKESPEUD"

He Gets the Idea

During a financial panic a farmer went to the bank for some money. He was told that the bank was not paying out money, but was using cashier's checks.

He could not understand this and insisted on money.

The officers took him in hand one by one, with little effect. At last the president tried his hand, and after a long and minute explanation, some inkling of the situation seemed to be dawning on the farmer's mind.

Much encouraged, the president said, "You understand how it is now, don't you?"

"I think I do," admitted the farmer. "It's like this: When my baby wakes up at night and wants some milk, I give him a milk ticket."

—Dairymen's League News

THE DEVELOPMENT OF PENNSYLVANIA'S POTATO SPRAY PROGRAM

(Continued from page 8)

"We now started southwest to Slippery Rock where we stopped at the farm of Thomas Denniston and Son. This father and son team is a good working combination. They are growing about 11 acres of potatoes. If any member of our party was skeptical about the value of potato spraying he had it erased from his mind at this place. During the summer the Dennistons left four rows through the middle of the field unsprayed. On August 16th, these four rows were practically dead while the remainder of the field was a dense mass of thrifty potato vines and the yield between the sprayed and unsprayed will be more than 100 bushels. We were all interested in seeing the program of getting organic matter into the soil followed here, for this is a very essential factor in potato growing and accounts for the success on this farm. Heretofore the Dennistons had been using sweet clover sown in wheat. They are now experimenting on the relative value of soybeans.

"Charles M. Schwab's farms at Loretta, several miles out of Ebensburg was the next stop. Interest here more or less centered in the fine grounds around the large and commodious home of Mr. Schwab. We did see his potatoes, which had been dusted five times this season, but not sprayed. There was a lot of insect injury and tip burn in this field although the field itself showed a good top growth and will give a good yield of potatoes, but it was the feeling of the party that spraying would have given better results than was gotten under this treatment.

"The Fair Grounds at Allentown were the stopping place for the fifth night. On the following morning the party went north toward Nescopeck. We stopped at the farm of Al. Snyder, who has been a member of the party, but who had left at Allentown to go home in order to spray his potatoes. He has a very fine field this year, with a heavy set, practically no tip burn nor injurious effects of insects. It was here, too, that we saw a fine stand of sweet clover already about 20 inches high which will be plowed down this fall for next year's crop of potatoes."—August 1927, GUIDE POST.

Spraying Topped Yield

"Fifteen demonstrations were carried

on in Lehigh County during the past season to demonstrate the value of spraying in successful potato growing. The table given below shows the results in each field.

Yield Per Acre Sprayed (Bu.)	Yield Per Acre Unsprayed (Bu.)	Increase From Spraying (Bu.)
366	200	166
336	137	199
291	182	109
368	162	206
383	172	211
301	135	166
287	169	118
222	106	166
341	136	205
390	209	181
295	105	190
307	108	199
284	140	144
324	220	104
205	66	139
313	149½	163½
Average Bu.	Average Bu.	Average Bu.

You will note in the above columns that, taken as a whole the increase from spraying exceeded the yield per acre of unsprayed potatoes. In other words the yield was increased more than 50 per cent by spraying. If it costs around \$15.00 per acre to spray potatoes it is easy to figure what the increased cost produced and the profits that were obtained by adding this important item to the potato growing program."—A. L. HACKER, 1927.

* * * *

How I Raised Over 600 Bushels of Potatoes Per Acre—Amos Eberly—1928.

"This year, we started our power sprayer for the first time on June 10th with a pressure of 300 pounds. This pressure was maintained for the next three applications at 7-day intervals. The next few applications were made at 10 day intervals but with a pressure of 400 pounds. During the latter part of the spray season all of the applications were made at 7 day intervals and the pressure was maintained at or above 400 pounds. Twelve applications of spray were made during the season, the of which was applied on September 21st.

"During this past season, we used an Excelsior Union Leader power sprayer.

We had vine lifters attached and would not be without them. We should like at all times to reverse our sprayer in the rows, but after the vines get too big, we are obliged to always weed, cultivate, and spray the same way. The spray materials used this year, were nothing more than Bordeaux Mixture 4-4-50 applied at the rate of 200 gallons per acre."

* * * *

Late Blight

"It is significant that this was 25 days earlier than the disease has ever been found in previous years. Within a period of ten days the disease had been reported from practically every potato growing area. Fortunately a change in weather conditions temporarily checked infection otherwise we would have had one of the worst epidemics in the history of the State—

"Those growers who sprayed thoroughly and at proper intervals had no trouble in preventing the spread of the disease and avoiding the consequent reduction in yield. Growers are appreciating more and more the importance of a good job of spraying, the proper adjustment of the spray boom, shorter intervals, high pressure, and perfection in preparing their Bordeaux." — L. T. DENNISTON, 1928.

* * * *

Is Spray Pressure Important

"The type of machine that put potato spraying in Pennsylvania on the map was the sprayer capable of developing and maintaining 300 pounds pressure bringing about an application of 125 gallons of spray material per acre per application. The next development was the sprayer as you see it in Figure 6. (A six row power sprayer.)

This type is capable of developing and maintaining over 400 pounds pressure and applying 150 gallons of bordeaux mixture per acre per application. These machines are equipped with 6 and 8 row booms. The evidence at hand goes to show that these outfits are more economical and efficient than their early low pressure predecessors.

"The experiences of the 400 bushel Club potato growers in Pennsylvania gives us very convincing evidence on this point of pressure. We have ample records to show that the average sprayer pressure on those acres which fell short of the 400-bushel yield was 200 to 250 pounds pressure. Those in 1928 securing yields from 400 to 500 bushels per acre kept a pressure of 290 pounds. Those

securing yields from 500 to 600 bushels per acre sprayed with a pressure of 338 pounds. While those producing over 600 bushels per acre applied the spray with a pressure of 372 pounds."—DR. E. L. NIXON, 1928.

* * * *

Acre of Potatoes Exceeds all Previous Records in Somerset County

"George Flamm of Stoneycreek township grew on a measured acre this year, 601.6 bushels of potatoes.

These potatoes were of the Mason variety, and were planted from rogued seed at the rate of 24 bushels to the acre. They were planted May 12 and the vines were green until they were frozen, October 12. The depth of planting was four inches, with 30 inches between rows, and nine inches between seed pieces in the row. Clover was plowed down in early spring at a depth of seven inches. Barley had preceded the clover crop. Mr. Flamm cultivated five times and harrowed twice after planting. A 2-8-10 fertilizer was applied at the rate of 600 pounds per acre in the row. The plants were sprayed ten times, carrying a pressure between 250 and 300 pounds."—C. C. McDOWELL, County Agent

* * * *

Methods Employed in the Production of Pennsylvania High Potato Yield for 1930

"Spraying was started with the appearance of the first leaves and continued on a weekly schedule as long as the vines were green, except that during the extreme heat period the time between sprays was reduced to five days. Standard Bordeaux Mixture (4-4-50) was used with the addition of arsenicals for insect control in three sprays. This was applied at 400 lb. pressure using three nozzles to the row, thus putting on about 140 gallons of the spray mixture per acre. Complete coverage was gained by constant attention to nozzle adjustment, boom, elevation, etc. A horse drawn sprayer with 8 row boom was used. With water piped to the field, 25 acres could be covered daily. Proper slacking of lime, adequate power and reserve pump capacity are absolutely essential to uniform pressure and uninterrupted sprayer performance."—V. A. HOUSTON, Allentown State Hospital.

* * * *

The Last Two Sprays

"As one of the great number of Pennsylvania potato growers growing potatoes over a period of years, my memory

naturally goes back to the days when potato gospel was preached so earnestly, always emphasizing the BIG FOUR OF POTATO GROWING—Humus—Good Seed—Foliage Protection and Vision. Foliage protection seemed the most outstanding in my potato growing.

"We carried out our spraying program as usual with pressures of 350 to 400 pounds. While I would have liked to have saved the expense of the last two applications the continual green growth and absence of frost made it unsafe to stop spraying.

"Probably I would have never realized how important these two last applications were if the man driving the sprayer had not become confused by thick growth of potato vines and thereby missed one row.

"This one row not receiving the last two applications, suddenly died with late blight, making a dark streak through a green field of potatoes. Had I taken the attitude that the season was far advanced and the frost would kill the potato vines making the last two applications unnecessary the loss from late blight would have been great all over my acreage.

"This experience convinces me that we cannot safely ignore any of the rules set up in the BIG FOUR OF POTATO GROWING.

"It is my observation that late blight developed very late this season. It occurred to me that some fields dusted died from other causes before late blight appeared. Growers having dusted their potatoes could naturally be of the opinion that dust prevented late blight. My experience would lead me to believe the dusted vines simply died before the late blight appeared. On account of rains coming late in the growing season the tonnage of my potato crop was made very late. Therefore, I am confident my spraying program was largely responsible for my tonnage of potatoes as well as preventing heavy losses from late blight and accompanying rot."—MRS. A. C. KEPLER, 1935.

Spray Until Frost Comes

"I learned this Summer that it does not pay to miss the last spray or two simply because one thinks that frosts soon will be here and kill the vines anyway.

"I left a strip unsprayed the last two times I sprayed my field, and on another strip I omitted the last spray. The tops

on the strip where two sprays were omitted dried up soon. The strip with one spray omitted was dead too before the frosts. Where I kept on spraying until frost came, the vines kept green and continued to produce potatoes."—CHARLES E. BEAVER, Perry County, 1935.

Home Made Bordeaux

"I am busy digging a large crop of potatoes and have used 5-10-5 fertilizer. I made a test for some years on 4-8-7, but always find that 5-10-5 gives me better results.

"I dusted some potatoes before my wheat harvest. The balance of the season I sprayed part of the field with commercial prepared Bordeaux. The rest of the field I sprayed with home-made Bordeaux. The home-made Bordeaux gave me the best results and was the cheapest.

"We should teach the Consumer that second growth potatoes are just as good when potatoes are cheap as when they are high in price."—ELLIS G. LICHTENWALNER, Lehigh County, 1935.

Spraying Outyields Dusting

"A comparison between spraying and dusting potatoes in Lackawanna County showed a difference of 98 bushels per acre in favor of spraying. The yield of the sprayed acre was 508 bushels per acre while the yield of the dusted acre was 410 bushels per acre. (The first application was bordeaux spray containing 3 pounds of calcium arsenate per 100 gallons which was applied on dusted and sprayed areas alike. A 6% nicotine dust was used to control aphids. This was applied to sprayed and dusted areas alike as an additional application.)

"Conclusions should never be definitely drawn from the results of one test. The results of 35 different tests conducted throughout Pennsylvania since 1925 should be significant. The difference in these 35 tests is 50.3 bushels per acre in favor of spraying."—January 1935 GUIDE POST.

"Thorough spraying proved to be the saving factor for the many growers in the Somerset area. Blight struck early in August and was the most severe in many years. This was due to unusually heavy rainfall. The crop on well sprayed fields was of excellent quality and the yield was good."—January 1935 GUIDE POST.

(Continued on page 22)

Did You Apply Enough Potash?

In the rush of planting did you use fertilizers containing enough potash to carry your crop through to a full harvest? If not, there is still time to apply this plant food, which is so essential to profitable yields. Side-dress with muriate of potash at the rate of 100-200 lbs. per acre. The fertilizer should be placed along the row about 3 inches from the plant and down 2 or 3 inches in the soil. This can be done conveniently by means of a fertilizer attachment on the cultivator.

Potatoes are greedy feeders on potash and remove from the soil more of this plant-food element than both nitrogen and phosphoric acid combined. To insure a good crop of No. 1's, at least 200 lbs. of actual potash (K₂O) must be available in the soil. While best results usually are obtained when potato fertilizers are applied before planting, deficiencies of potash can be remedied by side-dressing if applied early.

Consult your county agent or experiment station about the fertility of your soils. See your fertilizer dealer or manufacturer. You will be surprised how little it costs to apply enough potash.

Write us for additional information and literature on how to fertilize your crops.



American Potash Institute, Inc.

INVESTMENT BUILDING

WASHINGTON, D. C.

OVER THE PICKING TABLE

by INSPECTOR THROWOUT

"America is half-brother of the world—with something good and something bad from every land."

Don't give a potato grower advice. Give him hell, good roads, high prices for his spuds and he will grow the meal ticket for the world.

"He who plants the seed beneath the sod, and waits to see it turn away the clod, Believes in God."

It is wrong to bet—if you lose.

A smile a minute is better than a mile a minute.

Preacher:—Johnny, what is religion?
Johnny:—Insurance against fire.

The Golden Rule is the only law on the statute books of Heaven.

The city lady tried to be a farmer. Before planting the potatoes she peeled them nicely.

Perpetual devotion to what a man calls his business is only to be sustained by perpetual neglect of many other things. And it is not by any means certain that a man's business is the most important thing he has to do.

—STEVENSON

The way to succeed is to do as much today as you are going to do tomorrow.

Look, the rude men the sidewalks are blocking—

The way that they crowd ain't it shocking?

Why this maddening whirl

When it's only a girl

Who is getting some change from her handbag?

According to Ella Wheeler Wilcox, young men should work hard and marry early. Ella has got this turned the wrong way. She means marry early and work hard.

Many a man has a kick coming which never reaches him.


Let us take each other as we are and not as we should be.

The American people boast about their intelligence, but fortune-tellers still seem to be able to make a living here.

Every organization has its Mr. Put-it-off-skie. The recruiting officer of the army of failures is officially called "Put-it-off-skie."

Successful business it not managed by Mr. "Put-it-off-skie." The potato-grower to be a success must run his program on a regular schedule—planting, spraying and weeding must be performed on time.

The mere delay of a day may not cost in cash very much, but who knows when and where to depend on the grower that delays?



MESSINGER

DUSTERS
8 Sizes 80 Models

CORN SHELLERS
3 Sizes

THRESHERS
4 Sizes

MESSINGER MFG. CO., TATAMY, PA., Established 1857

Quality Pennsylvania Potatoes for Pennsylvanians

Appetizing Ways To Prepare Them

SHREDDED POTATOES:

Wash and pare PENNSYLVANIA potatoes. Cut in 1/8" slices. Cut slices in 1/8" strips. Soak in cold water. Dry between towels and fry in deep fat. Drain on brown paper and sprinkle with salt. Serve around meat or fish.

PITTSBURGH POTATOES:

4 cups PENNSYLVANIA potatoes cut in cubes,

1/2 pound mild cheese,

1/2 can pimientos,

1 onion,

2 cups white sauce,

1/2 teaspoon salt.

Cook potato cubes and onion finely chopped in boiling salted water five minutes. Cut pimientos in small pieces, add to mixture, and cook seven minutes. Drain. Pour into oiled baking dish and pour over white sauce with cheese and salt. Bake in moderate oven until potatoes are soft.

A BETTER YIELD IN EVERY FIELD



York Chemical Works
YORK, PA.

We Subscribe

To The Slogan—

"NO RETREAT, FORWARD AND PLENTY OF ACTION ON 'CAMP POTATO' "

WE WILL MEET YOU WITH OUR ENTIRE PLANTING CREW OF TEN MEN AT THE STATE-WIDE POTATO MEETING AND FROLIC AT RIDGWAY, PENNA., JUNE 10th and 11th.

Sky High Seed Potato Farms, Ltd.

Ed. Fisher, Manager

Coudersport, Pa.

THE DEVELOPMENT OF PENNSYLVANIA'S POTATO SPRAY PROGRAM

(Continued from page 18)

Pennsylvania's Potato Disease Control Program

The 1936 crop was one of the best ever produced by Pennsylvania growers yet there were but few growers who could not have improved the yield and quality of their crop by adopting better practices as to seed, spraying, seed and soil treatment and through better methods in harvesting and storing the crop. In addition to the direct loss in yield, blemishes affecting the quality of the crop make the problem of proper grading more difficult and interfere with the growers' marketing efficiently or in competition with the best potatoes from other sources. The advent of new and more exacting marketing practices not only in Pennsylvania but in other states or producing areas, necessitates a more thorough attempt on the part of Pennsylvania growers in producing better quality. The adoption of practical disease control practices insures definite increases in yield and a higher per cent of the crop reaching the market as a quality product."—L. T. DENNISTON, 1937.

* * * *

The Relation of Spraying and Disease— Free Seed to High Yields In Pennsylvania

"I might be challenged in saying that thorough and timely spraying is more vital to the potato industry of Pennsylvania than it is to the industry of any other state. We have in times past been questioned as to the efficacy of our recommendations in Pennsylvania as to materials, methods, number of applications and as to the pressure at which the sprays are applied. These recommendations were founded or established largely on the basis of observation, trial, and practice, but with results in favor of the potato grower as the goal, we in Pennsylvania do not feel that we have been far off the course, especially for our Pennsylvania conditions. Recognizing that elevation, temperature, precipitation, length of growing season and varieties influence the effectiveness or results of spraying, we have stated that there can be no set rule as to the number of applications required. In a general way, 10 to 12 applications have returned the greatest profit. Even under our most favorable conditions less than eight

sprays have never given the most profitable returns. Under adverse conditions, as high as sixteen applications have proved to be economical. With these wide variations within a state, it is reasonable to assume that there are still wider variations as to climate, temperature, precipitation and varieties between more distant areas or the different states with possibly similar variations in the requirements as to spraying practices.

That spraying has been widely adopted in Pennsylvania is evidenced by the 12,000 sprayers now in use. We have no bona fide commercial growers attempting to produce potatoes without spraying except a small number who are dusting. A difference of 50.3 bushels per acre on 35 demonstrations in favor of spraying over dusting is the reason we have not been enthusiastic about dusting in Pennsylvania. Results in recent years are even more in favor of spraying than in earlier years. The demonstrations in 1931 showed a difference in favor of spraying of 50.7 bushels per acre, 1933, 82.6 bushels and in 1934 the difference was 98 bushels in favor of spraying. During the thirteen years, 1922 to 1934, that the "400 Club" has been in existence, only 3.2 per cent of the membership have qualified by dusting. It is significant that over this period of thirteen years, with eight to ten times as many farmers eligible to the club who neither sprayed nor dusted as those who did spray, that only three qualified with a 400 bushel yield. Yet many of these farmers must have planted on good soil and practiced reasonable good culture.

The results from spraying throughout the state are evidenced by the records of the last seventeen years. The average increase in yield on 273 spray demonstrations during these years has been 83.3 bushels per acre. The increase on 771 demonstrations during the past ten years has been slightly over 100 bushels per acre. These results have been almost as consistent in years of drought with no late blight as in years of blight epidemics. The past season was not a bad blight year in Pennsylvania yet the difference in favor of spraying on 46 demonstrations was 94.5 bushels."—L. T. DENNISTON, 1935.

SHORT CUT

Mechanics Professor—"Name a great time saver."

Sophomore—"Love at first sight".
—BOSTON TRANSCRIPT.

MRS. WM. C. DEEBEL FIRST TO MARKET THROUGH ASS'N FROM THE RINGTOWN VALLEY

(Continued from page 9)

Mrs. Deebel's potatoes, according to Mr. Poole, graded better than any potatoes in Pennsylvania, as they were not too small nor over large. And Schuylkill County Agent Bollinger stated her "Seconds were the most uniform and nicest that he had seen in his travels all winter."

"The whole transaction has been to our entire satisfaction", claims Mrs. Deebel. "Moreover, I have opened up a new avenue for the sale of potatoes in the Ringtown Valley".

"A new interest is shown among the farmers here", she says. "The question they now ask me is, 'How did you make out with your potatoes?' My answer is always, 'Just fine! We liked the idea very much'".

OLD FRIENDS

Customer—(After trying on dozens of hats) "I like this hat. I'll take it."

Attendant—"But, Sir! That is the hat you were wearing when you came in".

FARMERS!

Lime and Clover are Mother and Father of our Meal Ticket.

Clover and Prosperity follow the lime spreader.

Clover will not prosper on sour dirt—Time and Toil wasted.



Write for full particulars regarding Whiterock Agricultural Lime and Limestone, also Spray, Lump, Pebble, Pulverized and Hydrate.

WHITEROCK QUARRIES
BELLEFONTE, PENNA.

Years of Experience . . .

Together with the desire to help solve the individual problems of those who require special or out of the ordinary equipment for the potato warehouse has placed the name BOGGS foremost in the minds of all potato and onion growers and shippers.

BOGGS are pioneers in the manufacture of Potato and Onion graders and cleaners and have more machines in use than all other makes combined.

Your inquiry will be appreciated.

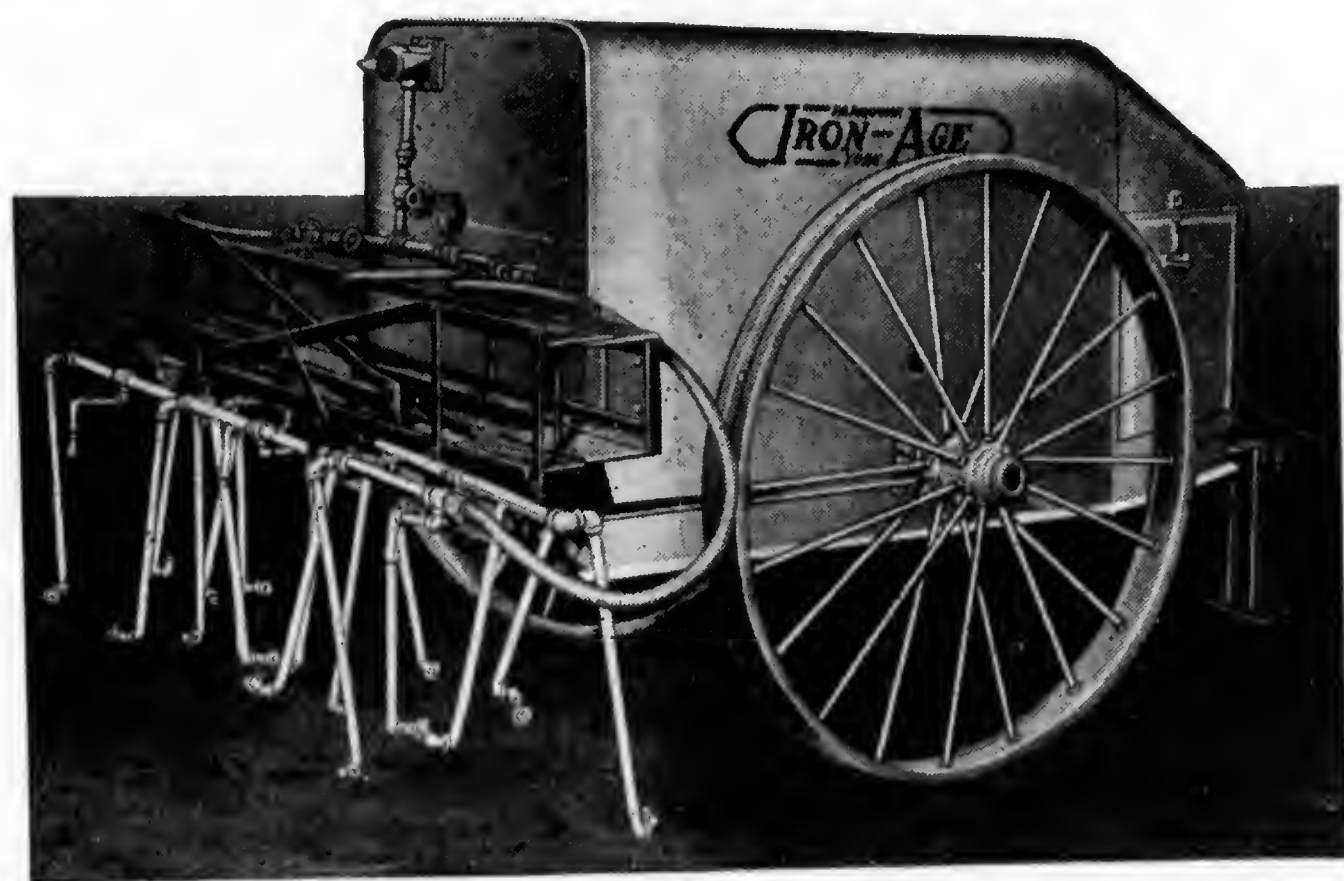
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IRON AGE SPRAYERS

*Designed to Match the Performance of
IRON AGE PLANTERS*



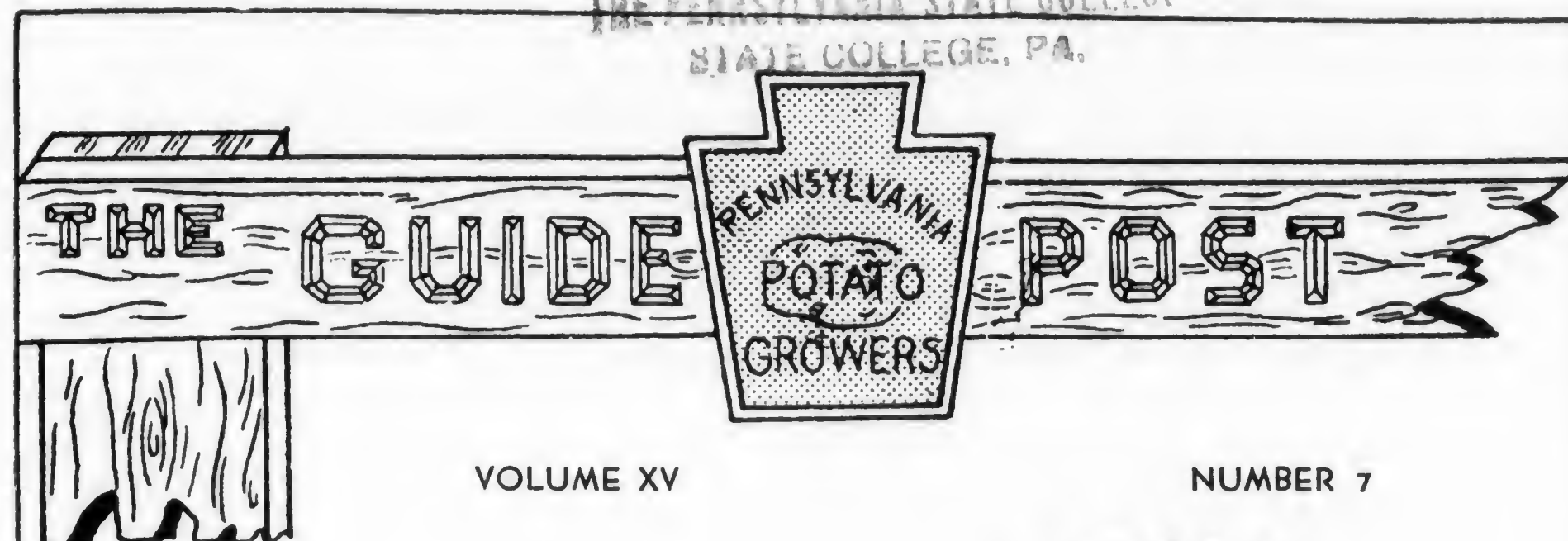
The model illustrated is the Iron Age Power Takeoff Tractor Trailer Row Crop Sprayer. It can be converted to use as an orchard sprayer. The line includes models for every spraying purpose—pump capacities 14, 20 and 37 gallons per minute—pressures up to 1000 lbs.—200, 300, 400-gallon tanks—6 to 12 rows.

The Farquhar-Iron Age line of high pressure sprayers was designed to set a standard of spraying efficiency in keeping with the high standard of performance growers know they can expect from Iron Age Planters. If you use the Iron Age Planter, then we ask you to select the Iron Age Sprayer, in the confidence that it was designed to uphold the prestige of the Iron Age name. Why bother to start the crop right if you are going to let the bugs get ahead of you? The best crop INSURANCE is to PLANT and SPRAY with Iron Age equipment. And when it comes to harvesting a potato crop, there just isn't anything to compare with the Iron Age "Kid Glove" potato digger.

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The Association Directorate, armed with wrecking bars and hammers, at the State-wide Frolic at Ridgway, where they acted as District Committeemen and foremen. Front row, left to right: Ed. Fisher, Vice-President J. A. Donaldson, President Walter S. Bishop, General Manager E. B. Bower, and Evan D. Lewis. Back row, left to right: J. C. McClurg, R. T. Wigton, L. O. Thompson, P. D. Frantz, and J. B. Schrack.

How Will I Market My 1938 Potato Crop?

This is the question hundreds of Pennsylvania growers are beginning to ask. Hundreds of others will not ask, for they have already found the answer in the Association marketing plan which has functioned so successfully for Pennsylvania growers in the past two shipping seasons.

Probably no one is more competent to discuss the merit of this program than Director P. Daniel Frantz, of Coplay, Penna., who handled the Association deal in Lehigh County last season. He did explain this, thoroughly, this past spring, for a group of York County growers at one of their marketing meetings. The highlights of this talk, carried home by these Yorkmen, are facts all Pennsylvania growers should have.

Mr. Frantz has been in the potato game for the last 20 years and sold potatoes when they were shoveled up in burlap bags. For the past eight years he has not only sold his own large crop, but has bought and sold large quantities of potatoes raised by other growers in his section each season. In 1927 he began trucking and since then has made as high as 150 truck trips in a season.

During all these years, the majority of Mr. Frantz' contacts were with commission merchants in Philadelphia and New York, and he learned through experience how some buyers discriminate against the man who has good potatoes. "If a poor grade of potatoes does not move for the buyer," he said, "he is likely to mix a lot of good potatoes with the poor grade; hence the grower has to take the poor grade price."

"Selling potatoes in the Association bag stabilizes the market, because the potatoes are not put on the market before they are sold to the stores," explained Mr. Frantz. "When the potatoes pile up in the city markets, yet unsold, dealers are forced to drop the price, usually about 10c per hundred, and if the potatoes then still do not move, the price is dropped lower until the potatoes do move."

Mr. Frantz gave an interesting actual illustration of the difference in the cost of packing and selling potatoes in 100 lb. burlaps and peck paper bags, on a basis of 1,000 bushels at \$1.20 per hundred:—

Cost of 600 100# burlap sacks @	
6½c each	\$ 39.00
Cost of grading 600 100# burlap	



P. Daniel Frantz pictured with some of his prize blue label pecks.

bags, 4 men, 2 days each, @	
\$2.50 per day	20.00
Commission	72.00

Total cost	\$131.00
Price received @ \$1.20 per 100#.	720.00

Total profit on burlaps	\$589.00
Cost of 4,000 paper peck bags @	
2c each	80.00

Cost of packing 4,000 pecks, 6	
men, 2 days each @ \$2.50 per	
day	30.00

Total cost	\$110.00
Price received @ 20c per peck..	800.00

Total profit on paper pecks...	690.00
Total profit on burlap sacks...	589.00

Net gain of paper Association	
pack	\$101.00

There is no commission to be paid on the lot of 4,000 paper pecks at \$800.00, and the drayage for both lots is the same.

"We handled the Association paper pack industry in Lehigh County in a very orderly manner last season," said

(Continued on page 30)

THE GUIDE POST

Published monthly by the Pennsylvania
Cooperative Potato Growers, Inc.

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Annual membership fee \$1.00. This includes the Guide Post.

All communications should be addressed to E. B. Bower, Secretary-Treasurer and General Manager, Bellefonte, Pennsylvania.

DAYS OF JULY

When summer with rose garlands
crowned,

In all her beauty glowing,
Comes stately through the jeweled
dew —

Her smiles on all bestowing—
Up spring we all, both great and small,
And follow, follow after,
The while she leads with magic reeds,
Sweet echoes to our laughter.

The fairies join the rose strewn path;
The Oads come to meet her;
The whispering oaks the dryads coax
Shyly to come and greet her;
And birds and brooks in shady nooks
Sing gay in leafy hollow;
We're children all to her reeds call,
And joyful follow, follow.

All up and down the country lanes,
And over rustic bridges,
With laugh and song we troop along,
Up to the mountain ridges;
We pass elate the Ivory Gate
Where holds his court Apollo;

Who would not stray the rose strewn
way

Our Queen doth follow, follow?

—JESSIE STANFORD.

LOYALTY

Loyalty is the essence of character. All that an employer, a wife, a country or God can ask of a man is that he be loyal. All the lesser virtues are implied.

In industry it has been well said that "an ounce of loyalty is worth a pound of cleverness." Sticking to one job, year after year, is not necessarily being loyal—it may show lack of initiative or courage to change, but the men who fill the front ranks in any successful undertaking are men who have used their brains—loyally.

No finer loyalty to a cause, an ideal, a business or an industry has ever been displayed by a group of men than that of the Pennsylvania Potato Growers in making their voluntary sacrifice of service to a prospective cause, in unselfishly leaving their homes and busy farms and traveling from the far corners of the State to assist in the erection of "Camp Potato"—an enduring monument to their industry. These were men who were willing to give the best of their own possibilities to the work because they knew it to be founded on sound principle even in face of opposition from certain groups of so-called agricultural leaders from whom they have a right to expect help, and because they work and think constantly, in and out of working hours, toward the success of their industry.

The Pennsylvania Potato Growers have once more come forward to demonstrate that they are ready and willing to bear their share in any sacrifice they may be called upon to make in upholding the standards of any program, founded upon a super-structure, so long as the principle cannot be refuted.

These growers are loyal to their citizenship. They may not beat the tom-toms at the first rumor of some reform movement but they do exercise their franchise regularly and intelligently and they "remember" all their possessions in making out their tax returns!

A few years ago military experts were wondering whether the time of volunteer military service had not passed and they referred to the war with Spain as

(Continued on page 28)

THANKS

For true cooperation with your Association, for loyalty to the cause of your Association, and for your fine, unselfish service in assisting in the dismantling of CCC Camp F-10, at Ridgway, Pennsylvania, on June 10th and 11th, 1938, toward the erection of "Camp Potato," we thank you, the following, for a REAL contribution to your Association, your industry and your fellow men of the present and future:—

MILES
TRAVELED

Adams County

Shelton R. Poole, Marketing Specialist, Potato Interests, State Department
of Agriculture, Gardners, Penna. 400

Berks County

Mast Stoltzfus, Jr., Morgantown, Penna. 550

Blair County

Ray Benner, Martinsburg, R. 1, Penna. 200
Mrs. Ray Benner, Martinsburg, R. 1, Penna. 200
V. Ross Nicodemus, Martinsburg, R. 1, Penna. 200
Mrs. V. Ross Nicodemus, Martinsburg, R. 1, Penna. 200

Bucks County

Walter S. Bishop, President, Pennsylvania Cooperative Potato Growers'
Association, Inc., Doylestown, Penna. 600
Frank Tice, Hilltown, Penna. 600

Butler County

Thos. Denniston, Slippery Rock, Penna. 190
Mrs. Thos. Denniston, Slippery Rock, Penna. 190
Dean Dunn, Butler, R. 7, Penna. 190
H. M. Dunn, Butler, R. 7, Penna. 190
W. L. Hess, Slippery Rock, Penna. 200
Mrs. Walter Hess, Slippery Rock, Penna. 200
Harold McMees, Slippery Rock, Penna. 190
Clare Taggart, Slippery Rock, Penna. 190
Miss Eleanor Taggart, Slippery Rock, Penna. 190
C. A. Wachsmuth, Butler, Penna. 200

Cambria County

Mike Barnat, Johnstown, R. 5, Penna. 300
V. P. Farabaugh, Bradley Junction, Pa. 200
W. A. Farabaugh, Carrolltown, Pa. 140
A. A. Feighner, Carrolltown, Pa. 160
Edgar Gooderham, Patton, R. 1, Penna. 160
E. Paul Hoover, Patton, Penna. 160
Pete Houston, Johnstown, R. 5, Penna. 300
Edward Leiden, Patton, R. 1, Penna. 140
Evan D. Lewis, Director P. C. P. G. Assoc., Johnstown, R. 5, Penna. 300
Jack Lewis, Johnstown, R. 5, Penna. 300
C. V. Nagle, Bradley Junction, Penna. 200
E. J. Westrick, Patton, R. 1, Penna. 150
Herman Westrick, Patton, R. 1, Penna. 240
Frances Yahner, Patton, R. 1, Penna. 140
Mike Zimyan, Patton, R. 1, Penna. 160

Carbon County

Stephen Bollinger, Lehighton, Penna. 508
Martin Christman, Lehighton, R. 3, Penna. 484
Norman C. Strohl, Lehighton, R. 3, Penna. 484

Centre County

Bud Bailey, State College, R. 1, Penna. 200
E. B. Bower, Sec'y-Treas. and Gen. Mgr., P. C. P. G. Assoc., Bellefonte, Penna. 200



Official ceremony for the removal of the first board from CCC Camp F-10. Dr. E. L. Nixon on left, and Dr. S. W. Fletcher, Director of Research. The Pennsylvania State College, on right, are performing the honors. Immediately on Nixon's left are H. L. Borden and W. J. Elliott, of the U. S. Forest Service, instrumental in securing the camp for the Association.—(Courtesy Dept. of Agr.)

J. M. Corl, State College, Penna.....	240
Leroy Corl, State College, Penna., Shoemaker Bros. Truck, State College, Penna.....	240
L. T. Denniston, Sr. Marketing Specialist, Potato Interests, State Department of Agriculture, State College, Penna.....	
Dr. S. W. Fletcher, Director of Research, The Pennsylvania State College, State College, Penna.....	200
H. N. Greenlay, Rep., Davison Chemical Corp., State College, Penna.....	550
Dr. E. L. Nixon, Prof. Plant Pathology, The Pennsylvania State College, State College, Penna.....	200
John Moore, Driver, Whiterock Quarries, Bellefonte, Penna.....	240
Miss Erma H. Sloop, Asst. Sec'y, P. C. P. G. Assoc., Inc., Bellefonte, Penna.....	200
Chas. Ziegler, Driver, Shoemaker Bros., State College, Penna.....	200

Chester County

Jesse Stoltzfus, Elverson, R. 3, Penna.....	520
Jacob K. Mast, Elverson, R. 3, Penna.....	520

Clarion County

Orlo S. Burnham, Corsica, R. 1, Penna.....	100
James Brothers, Lamertine, Penna.....	140
Arnold Kurtz, Lamartine, Penna.....	140
Merrill Longnecker, Lamartine, Penna.....	140
Clyde M. Prince, Corsica, R. 1, Penna.....	100
Clarence Sherry, Strattonville, R. 1, Penna.....	100
Claude L. Sherry, Strattonville, R. 1, Penna.....	100
Cletus Shoop, Lamertine, Penna.....	140
Larry Wells, Lamertine, Penna.....	140
H. C. Wells, Lamertine, Penna.....	140

Clearfield County

Orvis Flood, Keewaydin, Penna.....	104
Norman Hugar, Keewaydin, Penna.....	104
Wayne Kunes, Keewaydin, Penna.....	104
Chas. Welch, Keewaydin, Penna.....	104

Clinton County

Gerald Gummo, Agricultural Conservation, Mill Hall, R. 1, Penna.....	300
Glenn McCloskey, Beech Creek, Penna.....	250
Walter Raudabaugh, Loganton, Penna.....	250
Edison Schrack, Loganton, R. 1, Penna.....	250
John B. Schrack, Director, P. C. P. G. Assoc., Loganton, Penna.....	250
N. E. Schrack, Loganton, Penna.....	250
R. S. Schrack, Loganton, Pa.....	250
William Schrack, Loganton, R. 1, Penna.....	250
T. H. Smith, Loganton, Penna.....	250

Columbia County

Anthony Abraczinskas, Catawissa, Penna.....	400
Evon Abraczinskas, Catawissa, R. No. 1, Penna.....	400
Earl Crossley, Stillwater, R. No. 1, Penna.....	320
H. R. Gulliver, Catawissa, R. No. 1, Penna.....	400
Jack Gulliver, Catawissa, R. No. 1, Penna.....	400
Roy R. Hess, Stillwater, R. No. 1, Penna.....	330
Clinton Jones, Catawissa, Penna.....	400
Perry Knorr, Catawissa, R. No. 4, Penna.....	400
Morris Laubaugh, Orangeville, R. No. 2, Penna.....	320
Sterling Levan, Catawissa, R. No. 3, Penna.....	400
Vernon Lunger, Stillwater, R. No. 1, Penna.....	320
George Morrow, Catawissa, Penna.....	400
Alvin Sutliff, Benton, Penna.....	320
Bruce Tice, Numidia, Penna.....	400
Bruce Tyson, Catawissa, Penna.....	400
Earl Tyson, Catawissa, R. No. 3, Penna.....	400
Elmer Tyson, Catawissa, R. No. 1, Penna.....	400



Here is a glimpse of a portion of the Association "army" at work on several of the buildings of CCC Camp F-10.
(Courtesy Department of Agriculture)

Lester Yocum, Catawissa, Penna..... 400

Crawford County

M. F. Bideaux, Venango, R. No. 1, Penna..... 270
 John Buri, Cambridge Springs, Penna..... 260
 D. L. Crum, Voc. Ag., Meadville, Penna..... 246
 William Daszynicz, Spartansburg, R. No. 1, Penna..... 180
 J. E. Fisher, Sheakleyville, Penna..... 250
 Kenneth Flack, Spartansburg, Penna..... 180
 Fred E. Flaugh, Meadville, R. No. 6, Penna..... 240
 Raymond Foley, Spartansburg, R. No. 3, Penna..... 170
 M. W. Foley, Spartansburg, Penna..... 170
 Arthur Fosburgh, Cambridge Springs, Pa..... 262
 Theo. Hanby, Geneva, R. No. 1, Penna..... 230
 William Hanna, Townville, Penna..... 180
 George Havner, Ag. Dept., Conneautville High School, Conneautville, Penna... 270
 J. E. Heist, Venango, R. No. 1, Penna..... 270
 George M. Hummer, Titusville, R. No. 2, Penna..... 210
 John W. Hummer, Titusville, R. No. 2, Penna..... 210
 Boyd Ingram, Corry, R. No. 2, Penna..... 200
 Stanley Kazebee, Conneaut Lake, R. No. 3, Penna..... 230
 J. C. McClurg, Director P. C. P. G. Assoc., Geneva, Penna..... 230
 Walter McCray, Spartansburg, R. No. 4, Penna..... 160
 Adam Mook, Cochranon, Penna..... 240
 Kenneth Mowry, Ag. Dept., Conneautville High School, Conneautville, Penna.. 270
 Mrs. Kenneth Mowry, Conneautville, Penna..... 270
 John P. Nelson, Cochranon, Penna..... 240
 David P. Patterson, Saegertown, Penna..... 260
 H. B. Patterson, Saegertown, Penna..... 260
 Wayne Patterson, Saegertown, Penna..... 260
 Frances Philan, Conneautville High School, Conneautville, Penna..... 272
 H. B. Porter, Cambridge Springs, Penna..... 300
 Oliver Porter, Linesville, Penna..... 300
 Bill Pusz, Cambridge Springs, R. No. 1, Penna..... 260
 D. C. Rust, Saegertown, R. No. 2, Penna..... 270
 T. R. Rust, Saegertown, R. No. 2, Penna..... 270
 John Rynd, Cochranon, Penna..... 240
 George Sloan, Ag. Dept., Conneautville High School, Conneautville, Penna... 270
 Harold Smith, Conneautville High School, Conneautville, Penna..... 262
 Kenneth Smith, Sagertown, Penna..... 170
 Irwin J. Smith, Guys Mills, Penna..... 240
 Paul Smith, Corry, R. No. 1, Penna..... 180
 Arthur Snyder, Conneautville High School, Conneautville, Penna..... 272
 Floyd Studd, Spartansburg, R. No. 4, Penna..... 160
 H. R. Van Cise, Townville, Penna..... 180
 Rexford Van Tassel, Centerville, Penna..... 180
 E. P. Vogel, Voc. Ag., Townville, Penna..... 180
 J. A. Whitney, Box No. 310, Spartansburg, Pa..... 160
 Floyd Winans, Townville, Penna..... 180
 Wilbert Wood, Geneva, R. No. 1, Penna..... 220

Cumberland County

D. M. James, In charge Fruit and Vegetable Marketing, Bureau of Markets,
 Camp Hill, Penna..... 500

Dauphin County

J. Harold Arnold, Soil Conservation, Harrisburg, Penna..... 440
 Yates Catlin, Bureau of Information, Dept of Agri., Harrisburg, Penna..... 400
 K. W. Lauer, Pathologist, Bureau of Plant Industry, Harrisburg, Penna..... 440
 John Richter, Duncannon, R. No. 2, Penna..... 400
 Geo. A. Stuart, Taggart Brothers Co., Inc., Harrisburg, Penna..... 400

Elk County

Joseph Andres, St. Mary's R. No. 2, Penna..... 28

Mrs. Joseph Andres, St. Mary's, R. No. 2, Penna.....	28
Mary Andres, St. Mary's, R. No. 2, Penna.....	28
Rita Andres, St. Mary's, R. No. 2, Penna.....	28
Wilfred Andres, St. Mary's, R. No. 2, Penna.....	18
Arthur Carlson, Kersey, Penna.....	10
Herman Friedl, St. Mary's, Penna.....	22
Chas. Gausman, St. Mary's, Penna.....	22
George Gausman, St. Mary's, Penna.....	22
Richard Gausman, St. Mary's, Penna.....	22
Ambrose Grotzinger, St. Mary's, Penna.....	22
Francis Grotzinger, St. Mary's, Penna.....	22
Jerome Grotzinger, St. Mary's, Penna.....	22
Mrs. Maurice Grotzinger, St. Mary's, R. No. 2, Penna.....	9
Mrs. Clyde T. Halbert, Ridgway, Penna.....	—
Leo Koch, Kersey, Penna.....	11
Mrs. Mike May, Ridgway, Penna.....	—
Mike May, Ridgway, Penna.....	16
Thurston Meredith, Kersey, Penna.....	14
Wallace Meredith, Kersey, Penna.....	22
George Samick, St. Mary's, R. No. 2, Penna.....	8
Ernest E. Schmeidel, Ridgway, Penna.....	8
Mrs. E. E. Schmeidel, Ridgway, Penna.....	9
Evelyn Schwabenbauer, St. Mary's, R. No. 2, Penna.....	9
Mrs. Frank Schwabenbauer, St. Mary's, R. No. 2, Penna.....	9
Joseph Schwabenbauer, St. Mary's R. No. 2, Penna.....	6
M. A. Spleen, Ridgway, Penna.....	6
Mrs. Maurice Spleen, Ridgway, Penna.....	6
F. E. Troxel, Ridgway, Penna.....	6
Mrs. F. E. Troxel, Ridgway, Penna.....	6
Newton Troxel, Ridgway, Penna.....	6
Robert Wiese, Ridgway, Penna.....	22
Freda F. Wittman, St. Mary's Penna.....	22
Hilary Wittman, St. Mary's, Penna.....	22
Erie County	
Eric Anderson, Erie, Penna.....	300
Biron E. Decker, Voc. Ag., Edinboro, Penna.....	270
Chas. Fry, North Girard, Penna.....	300
A. C. Harwood, Wattsburg, R. No. 3, Penna.....	180
Ted Harwood, Wattsburg, R. No. 3, Penna.....	180
W. G. Harwood, Wattsburg, R. No. 3, Penna.....	180
Emil Klemik, North Girard, Penna.....	300
Ivan Miller, Corry, R. No. 3, Penna.....	180
Herbert Mitchell, Union City, R. No. 5, Penna.....	220
Elmer Nurse, North Girard, Penna.....	300
John Robinson, Wattsburg, R. No. 2, Penna.....	180
Ray Salmon, Waterford, Penna.....	270
Bill Ward, Union City, Penna.....	220
L. M. Welker, Edinboro, Penna.....	270
Barrie Wilson, Union City, R. No. 4, Penna.....	200
Forest County	
K. W. Flowers, Voc. Ag., Tionesta, Penna.....	126
Morley Bean, Starr, Penna.....	126
Franklin County	
M. M. Kaufman, Chambersburg, R. No. 1, Penna.....	360
D. S. Grim, Waynesboro, R. No. 4, Penna.....	400
Eakle Grim, Waynesboro, R. No. 4, Penna.....	400
C. D. Wolf, Farm Manager, U. B. Orphanage, Quincy, Penna.....	380
W. O. Bingham, St. Thomas, R. No. 1, Penna.....	390
Huntingdon County	
C. H. Campbell, Penna. Furnace, Penna.....	200

Wilbur Campbell, Penna. Furnace, Penna.....	200
E. E. Ellenberger, Penna. Furnace, Penna.....	200
L. W. Ellenberger, Penna. Furnace, Penna.....	200
R. A. Ellenberger, Penna. Furnace, Penna.....	200
S. G. Ellenberger, Penna. Furnace, Penna.....	220
Robert Wigdon, Spruce Creek, Penna.....	225

Jefferson County

Gilbert Boviard, Lanes Mills, Penna.....	56
Fred C. Bunnell, Falls Creek, Penna.....	56
Edwin Daugherty, Falls Creek, R. No. 1, Penna.....	56
Raymond Daugherty, Falls Creek, R. No. 1, Penna.....	56
Victor Emanuelson, Westville, Penna.....	56
Bob Reitz, Brookville, Penna.....	100
Jack Reitz, Brookville, Penna.....	100
Ladd M. Reitz, Brookville, Penna.....	80
Richard Reitz, Brookville, Penna.....	80
Edwin Smith, Reynoldsville, R. No. 2, Penna.....	56
Frances Smith, Reynoldsville, R. No. 2, Penna.....	56

Lancaster County

Isaac B. Brubaker, Manheim, Penna.....	450
J. H. Graybill, Manheim, R. No. 1, Penna.....	458
Milton S. Groff, Lancaster, R. No. 3, Penna.....	452
Edwin Grubb, Elverson, R. No. 2, Penna.....	520
D. R. Nissley, Manheim, R. No. 1, Penna.....	444
C. A. Ricedorf, Elizabethtown, R. No. 1, Penna.....	450
Nelson R. Shue, Manheim, R. No. 3, Penna.....	458
Vogel & Nissley, Lancaster, Penna.....	450

Lebanon County

Raymond P. Gible, Myerstown, R. No. 2, Penna.....	444
Miles Horst, Field Editor, Pa. Farmer., Palmyra, Penna.....	450
Jos. K. Kreider, Lebanon, R. No. 1, Penna.....	444
Howard Smith, Lebanon, R. No. 1, Penna.....	444

Lehigh County

John A. Bachman, Schnecksville, R. No. 1, Penna.....	500
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Just as rapidly as the CCC buildings came down, trucks loaded up to carry the materials to "Camp Potato." This photo was taken at the beginning of the motorcade.

Chas. Betts, New Tripoli, R. No. 2, Penna.....	474
Arthur Eberhart, Coplay, R. No. 1, Penna.....	500
Daniel Frantz, Coplay, R. No. 1, Penna.....	504
Daniel J. Frantz, Coplay, R. No. 1, Penna.....	508
Hiram Frantz, Coplay, R. No. 1, Penna.....	508
Irwin Frantz, Coplay, R. No. 1, Penna.....	508
P. Daniel Frantz, Director, P. C. P. G. A., Inc., Coplay, R. No. 1, Penna.....	508
Tilghman Frantz, Coplay, R. No. 1, Penna.....	500
Clinton J. Geiger, Neffs, Penna.....	500
Samuel J. Geiger, Schnecksville, R. No. 1, Penna.....	500
Victor C. Geiger, Schnecksville, R. No. 1, Penna.....	474
Alvin German, New Tripoli, R. No. 2, Penna.....	504
Clydan H. Handwerk, Germansville, R. No. 1, Penna.....	504



Lunch time at the dismantling.

(Courtesy G. D. Jones, Cleveland Tractor Co.)

Allen Heintzelman, Coplay, R. No. 1, Penna.....	500
George Henninger, Bath, R. No. 2, Penna.....	520
Edmund E. Kohler, Schnecksville, R. No. 1, Penna.....	500
Wayne Handwerk, Germansville, R. No. 1, Penna.....	520
Paul Handwerk, Coplay, R. No. 1, Penna.....	506
E. W. Kunkel, Germansville, R. No. 1, Penna.....	490
Chas. Leibold, Slatington, R. No. 2, Penna.....	490
Frank G. Metzgar, New Tripoli, R. No. 2, Penna.....	474
Ralph A. Miller, Lynnport, Pa.....	494
Mrs. Ralph A. Miller, Lynnport, Penna.....	494
Leroy Mussleman, Coplay, R. No. 1, Penna.....	500
Claud Oswald, Schnecksville, R. No. 1, Penna.....	508
Reuben Ringer, Schnecksville, Penna.....	500
Stanley Ringer, Schnecksville, R. No. 1, Penna.....	500
George O. Roth, Slatington, R. No. 2, Penna.....	490
Elwood Roth, Slatington, R. No. 2, Penna.....	490
Thomas H. Semmel, Slatington, R. No. 1, Penna.....	508
R. C. Snyder, New Tripoli, R. No. 2, Penna.....	474
Roy Wotring, Schnecksville, R. No. 1, Penna.....	500

Lycoming County

Philip C. Antes, Williamsport, R. No. 2, Penna.....	280
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Philip Antes, Williamsport, R. No. 2, Penna.....	284
John Bower, Williamsport, R. No. 2, Penna.....	280
Philip Bower, Williamsport, R. No. 2, Penna.....	280
Chas. C. Brannaka, Williamsport, R. No. 2, Penna.....	280
William W. Hayes, Jersey Shore, Penna.....	240
Harvey M. Hocker, Montoursville, R. No. 2, Penna.....	290
C. L. Shipman, 200 Market Street, Williamsport, Penna.....	270
J. A. Soloman, Jersey Shore, Penna.....	240
E. H. Thompson, Jersey Shore, R. No. 2, Penna.....	260
Elmer J. Waltz, Montoursville, R. No. 2, Penna.....	290
Bill Williams, Jersey Shore, R. No. 2, Penna.....	260
J. A. Young, 216 South Market Street, Williamsport, Penna.....	235

McKean County

Harry Brown, Port Allegany, Penna.....	120
A. E. Cherrington, Voc. Ag., Port Allegany, Penna.....	120
Edward Goochee, Port Allegany, Penna.....	120
Harry Gustafson, Kane, Penna.....	58
Emory H. Johnson, Port Allegany, Penna.....	120
Harold Johnson, Port Allegany, Penna.....	160
Merle Johnson, Port Allegany, Penna.....	160
Orton Kimmey, Port Allegany, Penna.....	120
Arthur Klein, Port Allegany, Penna.....	120
Perry Samson, Cleveland Tractor Co., Bradford, Penna.....	100
Harold Smith, Port Allegany, Penna.....	120

Mercer County

Walter A. Gehres, Sandy Lake, R. No. 1, Penna.....	200
A. M. King, Mercer, R. No. 3, Penna.....	200
Clarence R. Larimer, Hadley, R. No. 2, Penna.....	210
Chas. Marsteller, Sandy Lake, R. No. 1, Penna.....	200
L. O. McCoy, Grove City, R. No. 5, Penna.....	200
John McDowell, Mercer, Penna.....	250

Mifflin County

Fern Aurand, Lewistown, R. No. 1, Penna.....	294
T. M. McKee, Lewistown, R. No. 1, Penna.....	294

Monroe County

W. R. High, Kunkletown, R. No. 2, Penna.....	484
Mrs. W. R. High, Kunkletown, R. No. 2, Penna.....	484
Miss Helen High, Kunkletown, R. No. 2, Penna.....	484

Northampton County

John R. Bachman, Hellertown, Penna.....	500
Geo. D. Henninger, Bath, R. No. 2, Penna.....	520
Robert W. Henninger, Bath, R. No. 3, Penna.....	520
Albert S. Herman, Hellertown, R. No. 1, Penna.....	500
Stewart Herman, Hellertown, R. No. 1, Penna.....	500
Earl W. Hunsicker, Bath, R. No. 2, Penna.....	520
Robert Hunsicker, Bath, R. No. 2, Penna.....	520
Myron Parsons, Hellertown, Penna.....	500
W. W. Shoemaker, Walnutport, Penna.....	520

Northumberland County

George Krick, Paxinos, Penna.....	374
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Perry County

Chas. E. Beaver, Millerstown, Penna.....	330
Geo. G. Beaver, Millerstown, Penna.....	330

Philadelphia County

H. D. Williamson, Produce Dept., American Stores Co., Philadelphia, Penna.....	600
Mrs. H. D. Williamson, Philadelphia, Penna.....	600

Potter County

E. J. Abbey, Coudersport, R. No. 1, Penna.....	156
Richard Angood, Ulysses, Penna.....	162
Arling Barker, Ulysses, Penna.....	170
G. G. Barnett, Ulysses, Penna.....	168
Geo. Barnett, Ulysses, Penna.....	162
Robert Barnett, Ulysses, Penna.....	160
Paul Bauvett, Coudersport, Penna.....	158
A. B. Bennett, Ulysses, Penna.....	180
Geo. Bennett, Ulysses, R. No. 1, Penna.....	180
W. B. Bennett, Ulysses, Penna.....	160
E. R. Blass, Coudersport, R. No. 4, Penna.....	150



This is a portion of the crowd who witnessed the removal of the last board from CCC Camp F-10, and signed it. Yes, "Doc" Nixon got his "John Henry" on first, and Walter Bishop followed a close second.

Douglas Blauvelt, Shinglehouse, Penna.....	180
Blough Brothers, Coudersport, Penna.....	150
Berdina Blough, Coudersport, Penna.....	150
Chas. Blough, Coudersport, R. No. 4, Penna.....	150
Foster Blough, Coudersport, Penna.....	150
L. G. Blough, Coudersport, R. No. 4, Penna.....	150
Theo. S. Borden, Ulysses, Penna.....	166
Cleon Buck, Ulysses, Penna.....	170
Karl Burchard, Shinglehouse, Penna.....	180
Lawrence Buck, Ulysses, Penna.....	190
Warren Calhoun, Shinglehouse, Penna.....	180
Lowell Carpenter, Ulysses, Penna.....	160
Carl Case, Shinglehouse, Penna.....	180
C. Luther Condron, Coudersport, R. No. 1, Penna.....	134
Clarence Crandall, Coudersport, R. No. 4, Penna.....	150
Lowell Crum, Ulysses, Penna.....	160
S. W. Dailey, Genesee, Penna.....	170
John Dietrick, Coudersport, Penna.....	150
Russell Eichelberger, Shinglehouse, Penna.....	180

POTATO CHIPS

What is so rare as a day in June? But in no other month is it so difficult to write a column for the "Guide Post." Not that there is a shortage of material because there seems to be plenty. Seems to be lack of vim and vigor on the part of the columnist.

* * *

At Ridgway, Walter Bishop remarked that remarkable results are accomplished through the cooperation of a large group of Pennsylvania potato growers. Walter, you said a mouthful!

* * *

And speaking of cooperation plus, did you see that Lehigh County delegation go to work on those CCC buildings? It was the nearest thing to a synthetic cyclone that I've ever seen.

* * *

Publicity is great stuff which we expect to be somewhat exaggerated but the statement made by the Maine Publicity Committee that Maine growers received higher returns per bushel for 1937 potatoes than growers in any other section of the U. S. is a little hard for Pennsylvania to swallow. We recall that during the winter, Pennsylvania growers approximated per bushel as much as Maine growers received per barrel.

* * *

Someone has tritely said "The Agricultural producer must learn the lesson of modern business, which is to organize and look after his own interests."

* * *

As this is written the price of new crop potatoes is approximately 75c a bushel on the Philadelphia market and 90c at Pittsburgh. Practically every early producing State has harvested a week or two earlier than usual. This earliness has recently caused some price weakness with terminal markets heavily supplied. It is to be hoped that the Eastern Shore and New Jersey will be far enough along in their marketing so that prices will strengthen somewhat before Pennsylvania shipments start.

* * *

John Richter reports his potatoes earlier than ever. Digging some early spuds in Southern Lancaster County the third week in June, which is really early for Pennsylvania.

* * *

According to Elizabeth Whittaker, Home Economics Dept., of the Michigan

State College, comparing potatoes with an equal quantity of oatmeal shows the oatmeal to be four times more fattening, rice—three and one-half times, macaroni—four times, chocolate cake—four times, pie—three times and doughnuts—two times more fattening. When this important information becomes commonly known by the public, there will be many more potatoes eaten than at present.

* * *

Speaking of the controversy over the limitation of importations of potatoes into the United States, C. L. Fitch of Ames, Iowa, comments, "Why not admit that Prince Edward Island can, for some reason, grow better and cheaper foundation stock than we do or can grow and let the 1,000 carloads enter duty free until such time as an equal quantity of Cobbler seed potatoes, which have been found to be free from virus for at least 5 years, is being produced in the United States? It would be sensible and would pay us handsomely and profitably. I, for one, would not feel badly if it made Prince Edward Island still more prosperous. We sell them lard and pork, breakfast food and good automobiles by the trainload! Let's be a little mellow and reasonable in this matter of long-time virus-free Cobbler seed for seed growing in the United States of America."

* * *

The hardest elements to find are an openmindedness that will permit a change from established routine, and a practical-mindedness known as horse sense.

* * *

There were 398 fewer carloads of Maine potatoes shipped into Philadelphia, Scranton and Wilkes-Barre during the last quarter of 1937 than during the similar period of 1936, a decrease of 58%. The receipts in Western Pennsylvania were greater, however, rising from 398 to 1,336, an increase of 236%. The acute shortage of potatoes in western Pennsylvania Counties was largely responsible for this gain, although the Maine Advertising Program probably stimulated the sale of Maine potatoes as well.

* * *

The Association Directors and others who planned and assisted in the formation of Camp Potato are to be greatly

(Continued on page 30)

Gerald Empson, Ulysses, R. No. 1, Penna.....	160
Ed Fisher, Director, Pa. Coop. P. G. A., Inc., Coudersport, Penna.....	150
Jos. H. Fisher, Ulysses, Penna.....	160
A. J. Formey, Ulysses, Penna.....	190
Harry Friedline, Coudersport, Penna.....	150
Harold Furman, Coudersport, Penna.....	150
John Geer, Coudersport, Penna.....	150
C. J. Gooch, Coudersport, Penna.....	150
Roy Godderbaugh, Mgr., Checkerboard Feed Store, Coudersport, Penna.....	160
Joe Grover, Ulysses, Penna.....	150
Mervin Haines, Coudersport, Penna.....	164
Kenneth Hand, Ulysses, Penna.....	150
Richard Haskins, Coudersport, R. No. 5, Penna.....	160
Frank Hilfiger, Ulysses, Penna.....	150
Harold House, Coudersport, R. No. 3, Penna.....	180
George C. Heath, Ulysses, R. No. 1, Penna.....	160
C. S. Ladd, Ulysses, Penna.....	150
Frank Lent, Coudersport, Penna.....	160
Alvin Lounsbury, Ulysses, Penna.....	160
John Lucas, Ulysses, Penna.....	150
Chas. Lyon, Coudersport, R. No. 4, Penna.....	160
F. A. Millett, Ulysses, Penna.....	160
George Nickerson, Ulysses, Penna.....	164
Ernest H. Milliken, Ulysses, Penna.....	150
Joseph O'Neil, Coudersport, Penna.....	140
Bert Palmatier, Coudersport, R. No. 1, Penna.....	150
Lyle Pelchy, Coudersport, Penna.....	180
Lou Perkins, Shinglehouse, R. No. 2, Penna.....	180
Donald Philips, Shinglehouse, Penna.....	180
Allen Prince, Shinglehouse, Penna.....	150
Joe Renko, Coudersport, Penna.....	150
William Roberts, Coudersport, Penna.....	150
Walter Sarginger, Coudersport, Penna.....	150
Stephen Snyder, Coudersport, R. No. 1, Penna.....	150
Harry Staiger, Voc. Ag., Coudersport, Penna.....	150
Clayton Stearns, Coudersport, Penna.....	150
Don Stearns, Coudersport, R. No. 1, Penna.....	180
Robert Stilson, Shinglehouse, Penna.....	160
Fred Suhr, Ulysses, Penna.....	140
Chester L. Swift, Coudersport, R. No. 2, Penna.....	140
Mr. Elton Swift, Coudersport, R. No. 2, Penna.....	150
Alva Thompson, Coudersport, R. No. 1, Penna.....	150
Billy Thompson, Coudersport, R. No. 1, Penna.....	150
Roy Thompson, Coudersport, R. No. 1, Penna.....	180
Benjamin Turner, Shinglehouse, Penna.....	150
Cecil Van Nocker, Coudersport, Penna.....	150
M. L. Van Wegen, Coudersport, R. No. 2, Penna.....	150
Clair Vergason, Coudersport, Penna.....	150
Frances Way, Coudersport, R. No. 1, Penna.....	150
E. L. Worthington, Coudersport, Penna.....	150

Somerset County

Henry Chestnut, Boswell, R. No. 1, Penna.....	290
A. D. Graham, President, Somerset Fertilizer Works, Somerset, Penna.....	320
Merrill Ling, Holsopple, R. No. 2, Penna.....	240
Wilson Piper, Boswell, R. No. 1, Penna.....	242
E. R. Spory, Boswell, R. No. 1, Penna.....	290

Sullivan County

Frank C. Rohe, Dushore, Penna.....	334
G. Ralph Rohe, Dushore, Penna.....	334
H. P. Younkin, Dushore, Penna.....	334

OVER THE PICKING TABLE

by INSPECTOR THROWOUT

In one day the potato growers made CCC Camp F-10 look like a punctured automobile tire. What a problem would be solved if the Public Debt could be shrunk as quickly.

Borden of the Ulysses Bordens says: "Do right and fear no man—don't write and fear no woman."

If there is no precedent to follow, make one. The Pennsylvania potato growers always do.

There are many who believe the fishing is better five miles on, but remember, rolling stones gather only gloss.

Joe Fisher says he is sure the best "Safety Raiser," is: Ace, King, Queen, Jack and Ten of Spades.

One of the traveling salesmen who assisted at the "nail pulling" at Camp F-10 wanted to know why his wife always insists that he fold up his napkin at home!

Believe no tales that the fishers tell; They're all good men and they all mean well,

But it's nature's plan, and it never fails—There's something fishy in all fish tales!

The young wife had given her husband a dance. "You've improved wonderfully Jack," she said, as they sat down. "Don't you remember how you used to tear my dress?"

"Yes," he replied, "but I wasn't buying them then."

Householder—"Here, drop that coat and clear out!"

Burglar—"You be quiet, or I'll wake your wife and give her the letter I found in your pocket."

Look ahead and smile.

Don't look back and mourn.

The memories of yesterdays, happy or unhappy, are excess baggage if they hinder you from traveling joyfully and bravely over life's road to-day.

"Strongheart" Stuart did considerable damage to F-10 with his tack hammer.

It is the fellow with the "block-head" who goes around with a chip on his shoulder.

P. D. Frantz laid one of his crew on the shelf. No, not a shelf at CCC Camp F-10.

We have been informed that one of the Elk County girls after helping serve refreshments at F-10 set fire to her room while trying to warm her feet before going to bed. Here's a prize for any bachelor potato grower who is seeking real wedded happiness.

The Assistant Secretary of the Association accomplished the same fete because of hot feet.

At Ridgway, when the Mexican pictures were being shown, Reuben Ringer inquired whether they were going to fight the bull or just throw him.

Every great and commanding movement in the annals of the world is the triumph of enthusiasm—nothing great was ever achieved without it.

—EMERSON

S. R. Poole states that "Denny," Deniston made the greatest after dinner speech he ever heard the other evening when he said: "Waiter, give me the check."

Yates Catilin says "The spirit of investigation may not always be popular—but it gets the facts."

Hosiery manufacturers declare that the female of the species now has larger legs than she useter. Well, potato growers all seem to be from that grand old state which lies just east of Kansas.

Don James assembled his quartet at Ridgway to sing "The song without words" but due to dusty tonsils, it has been postponed until the campaign on Denton Hill commences.

When this number reaches you, you will be busy, tired—and hot, if July is true to form! Smile anyway—it helps you and everybody else!

Robert J. Younkin, Dushore, Penna.....334

Venango County

George C. Coxe, Rockland Vocational School, Rockland, Penna.....180
 George F. Coxe, Rockland Vocational School, Rockland, Penna.....180
 A. J. Donaldson, Emlenton, R. No. 1, Penna.....142
 J. A. Donaldson, Vice-Pres., Pa. Coop. P. G. A., Inc., Emlenton, R. No. 1, Penna...150
 Robert Donaldson, Emlenton, R. No. 1, Penna.....140
 Raymond Dittman, Emlenton, R. No. 1, Penna.....142
 Earl Harley, Rockland Vocational School, Rockland, R. No. 1, Penna.....170
 Howard B. Harley, Kennerdell, R. No. 1, Penna.....170
 Robert Hendershot, Rockland, Penna.....140
 Duane Manross, Rockland, Penna.....160
 Robert Mays, Rockland Voc. School, Rockland, Penna.....170
 Earl Say, Rockland Voc. School, Rockland, Penna.....170
 J. G. Shreffler, Nicholville, Penna.....140
 J. D. Jack, Emlenton, R. No. 1, Penna.....142

Warren County

H. L. Borden, U. S. Forest Service, Warren, Penna.....120
 W. J. Elliott, U. S. Forest Service, Warren, Penna.....120
 John Jensen, Bear Lake, R. No. 1, Penna.....170
 Vida Kerin, Columbass, R. No. 1, Penna.....180
 William Martin, Russell, Penna.....140
 J. H. Stanton, Russell, R. No. 2, Penna.....140
 Clair Wood, Russell, R. No. 1, Penna.....130
 C. F. H. Weusthoff, Voc. Supt., Warren, Penna.....140

York County

A. H. Anderson, Stuartstown, R. No. 2, Penna.....480
 J. S. Anderson, Stuartstown, R. No. 2, Penna.....480
 Preston Anderson, Stuartstown, Penna.....480
 W. Dale Anderson, Highrock, Penna.....600
 Ralph Bartenslager, Stuartstown, Penna.....480
 George Brown, Stuartstown, R. No. 1, Penna.....480
 J. A. Curran, Red Lion, Penna.....480
 Jas. A. Eaton, Stuartstown, Penna.....480
 W. H. Ebaugh, Stuartstown, Penna.....480
 V. A. Flinchbaugh, Red Lion, R. No. 2, Penna.....480
 J. B. Grimm, York Chemical Works, York, Penna.....430
 Paul Hall, Stuartstown, Penna.....520
 Llewlyn Hoffman, York, R. No. 1, Penna.....450
 Sterling Hoffman, York, R. No. 1, Penna.....470
 Austin Kline, Glenville, Pa.....520
 Nevin Knisely, Red Lion, Penna.....480
 Hugh C. McPherson, Bridgeton, Penna.....600
 B. S. Meckley, Glenville, Penna.....520
 D. A. Miller, Red Lion, R. No. 1, Penna.....480
 J. E. Mundis, Windsor, R. No. 1, Penna.....480
 E. W. Payne, Stuartstown, Penna.....500
 John S. Poole, Glenville, Penna.....520
 Edwin Rehmeier, Stuartstown, Penna.....480
 R. S. Senft, Bair, Penna.....470
 C. Stambaugh, Bair, Pa.....450
 Willis Taylor, Stuartstown, Penna.....480
 L. O. Thompson, Director, P. C. P. G. A., Inc., New Freedom, R. No. 1, Penna...520
 J. C. Wiley, Fawn Grove, Penna.....440
 W. C. Workinger, Red Lion, R. No. 1, Penna.....450
 J. L. Zellers, Stuartstown, R. No. 3, Penna.....480

OUT OF STATE

Indiana

S. G. Friend, Penna. Railroad, Richmond, Ind.....1200

Ohio

J. O. Dintman, Smithville, Ohio.....520
 G. Douglas Jones, Agrl. Engr., Cleveland Tractor Co., Cleveland, Ohio.....800
 O. A. Lowe, Weilersville, Ohio.....520
 A. C. Ramseyer, Smithville, Ohio.....520
 Harry Stockdale, Rep. John Bean Mfg. Co., Ravenna, Ohio.....560
 H. D. Swigart, Wooster, Ohio.....520

New York

O. C. Bowker, Canisteo, New York, (Iron Age & Loegler & Ladd).....230
 Ed Malley, Equitable Paper Bag Co., Inc., Brooklyn, New York.....864

Texas

Jack Fett, Harlingen, Texas.....4022

Virginia

Chas. Haniwalt, S. C. S. No. 1, Berea, CCC Company No. 2363, Virginia.....1300

Substantial cash contributions, for furthering the successful creation of "Camp Potato," were received from the following:

A. D. Graham, President, Somerset Co., Fertilizer Works, Inc.
 J. C. McClurg, Secretary, Crawford Co. Potato Growers Coop. Assn.
 P. E. Dougherty, Manager, Dougherty Seed Growers
 Joseph C. Park, Asst. Sec'y-Treas., Horsham Upper-Dublin Spray Ring
 Joseph K. Kreider
 Howard Smith
 Raymond P. Gibble

COMPLETE LIST OF TRUCKS DONATED FOR USE IN THE DISMANTLING OF CCC CAMP F-10 AT RIDGWAY

Berks County		Clearfield County	
	CAPACITY	Wayne Kunes	
Mast Stoltzfus, Jr.		Keewaydin, Pa.	6 T
Morgantown, Penna.	10 T		
Cambria County		Clinton County	
V. P. Farabaugh		Walter Raudabaugh	
Bradley Junction, Pa.....	3 T	Loganton, Pa.	4 T
E. Paul Hoover		John B. Schrack	
Patton, Pa.	3 T	Loganton, Pa.	4 T
Evan D. Lewis		R. S. Schrack	
Johnstown, R. No. 5, Pa.....	5 T	Loganton, Pa.	4 T
Frances Yahner		Columbia County	
Patton, R. No. 1, Pa.....	4 T	Evon Abraczinskas	
		Catawissa, R. No. 1, Pa.	12 T
Centre County		Roy R. Hess	
Shoemaker Brothers		Stillwater, R. No. 1, Pa.....	4 T
LeRoy Corl, Driver		Clinton Jones	
State College, Pa.....	10 T	Catawissa, Pa.	3 T
Shoemaker Brothers		Perry Knorr	
Chas. Ziegler, Driver		Catawissa, R. No. 4, Pa.	6 T
State College, Pa.	12 T	Sterling Levan	
White Rock Quarries		Catawissa, R. No. 3, Pa.	3 T
John Moore, Driver		Crawford County	
Bellefonte, Pa.	6 T	J. E. Fisher	
		Sheakleyville, Pa.	6 T

Raymond Foley
Spartansburg, R. No. 3, Pa. 2 T
Boyd Ingram
Corry, R. No. 2, Pa. 6 T
H. B. Patterson
Saegertown, Pa. 2 T

Erie County

Eric Anderson
Erie, Pa. 3 T
Chas. Fry
North Girard, Pa. 3 T



At Ridgway potato salad was served by the barrel. No wonder! All helpers ate it as enthusiastically as L. T. Denniston is doing here.

Ivan Miller
Corry, R. No. 3, Pa. 7 T
Herbert Mitchell
Union City, R. No. 5, Pa. 4 T
John Robinson
Wattsburg, R. No. 2, Pa. 4 T
Barrie Wilson
Union City, R. No. 4, Pa. 6 T

Lancaster County

Edwin Grubb
Elverson, R. No. 2, Pa. 6 T
Vogel & Nissley
Lancaster, Pa. 9 T

Lycoming County

William W. Hayes
Jersey Shore, Pa. 5½ T

McKean County

Perry Samson, Driver
Cleveland Tractor Company
Bradford, Pa. 8 T

Mercer County

Walter A. Gehres
Sandy Lake, R. No. 1, Pa. 3¼ T
John McDowell
Mercer, Pa.

Northampton County

John R. Bachman
Hellertown, Pa. 2½ T
Stewart Herman
Hellertown, R. No. 1, Pa. 6 T

Potter County

Richard Angood
Ulysses, Pa. 4 T
G. G. Barnett
Ulysses, Pa. 1½ T
George Barnett
Ulysses, Pa. 4 T
Paul Bauvett
Coudersport, Pa. 5 T
A. B. Bennett
Ulysses, Pa. 4 T
W. B. Bennett
Ulysses, Pa. 3 T
Blough Brothers
Coudersport, Pa. 5 T
A. J. Formey
Ulysses, Pa. 7 T
Ed. Fisher (2)
Coudersport, Pa. 1½ T and 4 T
Harry Friedline
Coudersport, Pa. 4 T
Harold Furman
Coudersport, Pa. 5 T
C. J. Gooch
Coudersport, Pa. 4 T
Roy Gooderbaugh, Manager
Checkerboard Feed Store
Coudersport, Pa. 6 T
Joe Grover
Ulysses, Pa. ½ T



Dr. Nixon apparently approved the handiwork of the Elk County women as they prepared lunch.

Walter Sarginger
Coudersport, Pa. 2 T
Chester L. Swift
Coudersport, R. No. 2, Pa. ¾ T
M. L. VanWegen
Coudersport, R. No. 2, Pa. 4 T
E. L. Worthington
Coudersport, Pa. 1 T

Somerset County

Wilson Piper
Boswell, R. No. 1, Pa. 4 T
E. R. Spory
Boswell, R. No. 1, Pa. 2½ T

Venango County

A. J. Donaldson
Emlenton, R. No. 1, Pa. 3 T
J. A. Donaldson
Emlenton, R. No. 1, Pa. 3 T

**STANDING OF COUNTIES IN
COMPARISON TO NUMBER OF
MEN REPRESENTING COUNTY**

County	Number of Men
Potter	80
Crawford	47
Elk	34
Lehigh	33
York	30
Columbia	18
Cambria	15
Erie	15
Venango	14
Lycoming	13
Centre	11
Jefferson	11
McKean	11
Butler	10
Clarion	10
Clinton	9
Northampton	9
Lancaster	8
Warren	8
Huntingdon	7
Mercer	6
Dauphin	5
Franklin	5
Somerset	5
Blair	4
Clearfield	4
Lebanon	4
Sullivan	4
Carbon	3
Monroe	3
Bucks	2
Chester	2
Forest	2
Mifflin	2
Perry	2

Philadelphia 2
Adams 1
Berks 1
Cumberland 1
Northumberland 1
40 Totals 452

**STANDING OF COUNTIES IN COM-
PARISON WITH NUMBER AND
CAPACITY TRUCKS FURNISHED**

County	No. Trucks	Total Capacity
Potter	19	66¼ Tons
Erie	6	27 "
Columbia	5	28 "
Cambria	4	15 "
Crawford	4	16 "
Centre	3	28 "
Clinton	3	12 "
Lancaster	2	15 "
Somerset	2	6½ "
Venango	2	6 "
Northampton	2	8½ "
Mercer	2	6¼ "
Berks	1	10 "
Clearfield	1	6 "
Lycoming	1	5½ "
McKean	1	8 "
16 Totals:	58	264 "

**STANDING OF COUNTIES
IN COMPARISON WITH
TOTAL MILES TRAVELED**

County	Total Miles Traveled
Lehigh	16,454
York	14,640
Potter	12,624
Crawford	10,784
Columbia	6,610
Northampton	4,600
Lycoming	3,889
Lancaster	3,682
Erie	3,550
Cambria	3,050
Centre	2,670
Clinton	2,300
Venango	2,196
Dauphin	2,080
Franklin	1,930
Butler	1,930
Lebanon	1,782
Carbon	1,476
Monroe	1,452
Huntingdon	1,445

Somerset	1,382
Sullivan	1,336
McKean	1,318
Mercer	1,260
Clarion	1,240
Bucks	1,200
Philadelphia	1,200
Warren	1,140
Chester	1,040
Blair	800
Jefferson	752
Perry	660
Mifflin	588
Berks	550
Cumberland	500
Elk	489
Clearfield	416
Adams	400
Northumberland	374
Forest	252
40 Totals	116,041

OUT OF STATE WORKERS AND CONTRIBUTORS

State	No. Persons	Total Miles Traveled
Indiana	1	1,200
Ohio	6	3,440
New York	2	1,094
Texas	1	4,022
Virginia	1	1,300
5 Totals	11	11,056

LAST BOARD OF CCC CAMP F-10 AUTOGRAPHED BY LAST OF WORKERS

There was a nice crowd, still present at the nail-pulling, on Saturday evening, June 11th. They saw the last board removed from the former CCC Camp F-10, and to commemorate the event, signed their names to this last board. They are as follows:—

E. L. Nixon
W. S. Bishop
J. A. Donaldson
J. C. McClurg
Ed. D. Fisher
H. D. Swigart
C. R. Larimer
C. J. Geirger
J. A. Bachman
O. C. Bowker
Joe Fisher
S. W. Dailey
George G. Barnett

Jos. M. Schwabenbauer
Harold House
Ralph A. Miller
J. O. Dintman
E. J. Abbey
L. G. Bailey
S. R. Poole
V. C. Geiger
E. E. Kohler
Samuel Geiger
Everett Blass
L. T. Denniston
Dr. James G. Flynn
Dr. Bob Dickenson
E. B. Bower
Erma H. Sloop
A. L. Biehls
Mrs. Jos. Andres
Mrs. Frank Schwabenbauer
Mrs. Ralph Miller
Evelyn Schwabenbauer
Roy Thompson
John R. Dietrick
Marvin Hones
Frank S. Tice
B. H. Porter
Robert Donaldson
Oliver Porter
O. A. Lowe
Harry Stockdale
John G. Shreffler
L. G. Brugh
Joe Renko
Chas. W. Lyon

INDIVIDUAL FROLIC HELD BY ELK AND POTTER CO. GROWERS

The following potato growers from Elk County staged a frolic of their own on June 6, 1938, at CCC Camp F-10, Ridgway, Elk County, Pennsylvania and tore down, in a single day, a garage building 40x74 which was immediately transported, by Potter County growers, to Denton Hill, Potter County, and reconstructed to serve in a storage capacity for building materials to be used in the construction of "Camp Potato" transported there during the potato growers' meeting and frolic June 10-11, 1938:

Hilary Wittman, St. Marys, Pa.
George Gausman, St. Marys, Pa.
Charles Gausman, St. Marys, Pa.
Richard Gausman, St. Marys, Pa.
Herman Friedl, St. Marys, Pa.
Joseph Andres, St. Marys, Pa.
Wilfred Andres, St. Marys, Pa.
Joseph Schwabenbauer, St. Marys, Pa.
Ambrose Grotzinger, St. Marys, Pa.
Jerome Grotzinger, St. Marys, Pa.
Francis Grotzinger, St. Marys, Pa.

M. A. Spleen, Ridgway, Pa.
E. E. Schmiedel, Ridgway, Pa.
Robert Wiese, Ridgway, Pa.
Wallace Meredith, Kersey, Pa.
Thurston Meredith, Kersey, Pa.
Leo Koch, Kersey, Pa.
Arthur Carlson, Kersey, Pa.
The following Potter County growers donated their trucks and transported the materials:

J. H. Fisher, Ulysses, Pa., 1 trip.
George G. Barnett, Ulysses, Pa., 1 trip.
Harry Freidline, Coudersport, Pa.
1 trip.
Blough Brothers, Coudersport, Pa.
1 trip.
W. A. Harris, Coudersport, Pa., 1 trip.
Sky High Seed Potato Farms, Ltd.,
Coudersport, Pa., 3 trips.

The following Potter County growers assisted at the reconstruction of the garage on Denton Hill:

J. H. Fisher and Crew, Ulysses, Pa.
George G. Barnett & Sons, Ulysses, Pa.
Charles Lyons, Coudersport, Pa.
Tom Neefe, Coudersport, Pa.
Walt Sarginer, Coudersport, Pa.
Harold House, Coudersport, Pa.
Joe Renko, Coudersport, Pa.
E. Abbey, Coudersport, Pa.
Everett Blass, Coudersport, Pa.
Henry Staiger, Coudersport, Pa.
Charles Blough, Coudersport, Pa.
L. Blugh, Coudersport, Pa.
Foster Blough, Coudersport, Pa.
Harry Jones, Millport, Pa.
L. Perkins, Millport, Pa.
Deforest Smith & Sons, Millport, Pa.
Harold Erickson, Ulysses, Pa.
Bison Bennett, Ulysses, Pa.
Otis Guinip, Ulysses, Pa.

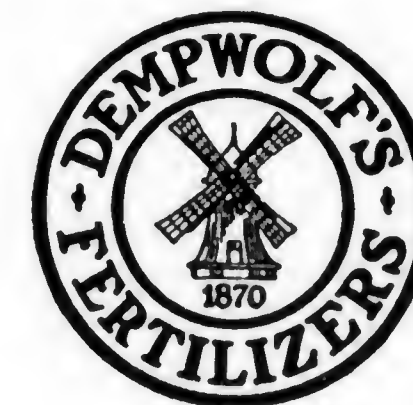
The following is a list of the men who assisted in the clean-up of CCC Camp F-10, on June 17, 1938:

Ambrose Grotzinger....St. Marys, Pa.
Herman Grotzinger.....St. Marys, Pa.
George Gausman.....St. Marys, Pa.
Charles Gausman.....St. Marys, Pa.
Ray Gausman.....St. Marys, Pa.
Howard Gausman.....St. Marys, Pa.
Joseph Schwabenbauer..St. Marys, Pa.
Joseph Riddle.....St. Marys, Pa.
Wilfred Andres.....St. Marys, Pa.
Thurston Meredith.....Kersey, Pa.
Francis Pontzer.....Kersey, Pa.
E. E. Schmiedel.....Ridgway, Pa.
E. B. Bower.....Bellefonte, Pa.

I had no shoes and complained—until I met a man who had no feet.

—Arabian Proverb

A BETTER YIELD IN EVERY FIELD



York Chemical Works
YORK, PA.

WARNING!

Potato growers should be aware of the fact that LATE BLIGHT is present in the Eastern part of the State—that we have had the necessary precipitation of rainfall over most of the State already to portend a serious Late Blight outbreak if normal rainfall continues through July—

so—

SPRAY in the orthodox
manner.

E. L. Nixon

RECAPITULATION OF RIDGWAY MEETING

County	No. Persons Representing County	No. of Trucks Representing County	Truck Capacity Tons	Total Miles Traveled
1. Adams	1		10 "	400
2. Berks	1	1	10 "	550
3. Blair	4			800
4. Bucks	2			1,200
5. Butler	10			1,930
6. Cambria	15	4	15 "	3,050
7. Carbon	3			1,476
8. Centre	11	3	28 "	2,670
9. Chester	2			1,040
10. Clarion	10			1,240
11. Clearfield	4	1	6 "	416
12. Clinton	9	3	12 "	2,300
13. Columbia	18	5	28 "	6,610
14. Crawford	47	4	16 "	10,784
15. Cumberland	1			500
16. Dauphin	5			2,080
17. Elk	34			489
18. Erie	15	6	27 "	3,550
19. Forest	2			252
20. Franklin	5			1,930
21. Hutingdon	7			1,445
22. Jefferson	11			752
23. Lancaster	8	2	15 "	3,682
24. Lebanon	4			1,782
25. Lehigh	33			16,454
26. Lycoming	13	1	5 1/2 "	3,889
27. McKean	11	1	8 "	1,318
28. Mercer	6	2	6 1/4 "	1,260
29. Mifflin	2			588
30. Monroe	3			1,452
31. Northampton	9	2	8 1/2 "	4,600
32. Northumberland	1			374
33. Perry	2			660
34. Philadelphia	2			1,200
35. Potter	80	19	66 1/4 "	12,624
36. Somerset	5	2	6 1/2 "	1,382
37. Sullivan	4			1,336
38. Venango	14	2	6 "	2,196
39. Warren	8			1,140
40. York	30			14,640
40 Totals:	452	58	264 "	116,041

WOMEN WHO ASSISTED AT RIDGWAY BY SERVING
THE WORKERS ON JUNE 10th AND 11th

Mrs. Joseph Andres, Eshbach Road, St. Marys, Pa.
 Misses Rita and Mary Andres, Eshbach Road, St. Marys, Pa.
 Mrs. Hilary Wittman, Benzinger Road, St. Marys, Pa.
 Miss Marcella Grotzinger, Benzinger Road, St. Marys, Pa.
 Mrs. Maurice Spleen, Boot Jack Farm, Ridgway, Pa.
 Mrs. Ernest Schmiedel, Brandycamp, Ridgway, Pa.
 Mrs. Frank Schwabenbauer, Eshbach Road, St. Marys, Pa.
 Evelyn Schwabenbauer, Eshbach Road, St. Marys, Pa.
 Mrs. Berdina Blough, Coudersport, Pa.
 Mrs. Ralph Miller, Lynnport, Pa.

Protect Your Potato Crop by using "Bell-Mine" Lime for Spraying and Dusting

Use "Bell-Mine" Pulverized Lime in any formula where "quick lime" or "stone lime" is specified. Use "Bell-Mine" hydrated Lime in any formula where "hydrated lime" is specified.

"Bell-Mine" Pulverized Lime is packed in 180 lb. (net) steel drums with tight friction lids.



"Bell-Mine" Hydrated Lime is packed in 50 lb. special paper bags.

Warner Company

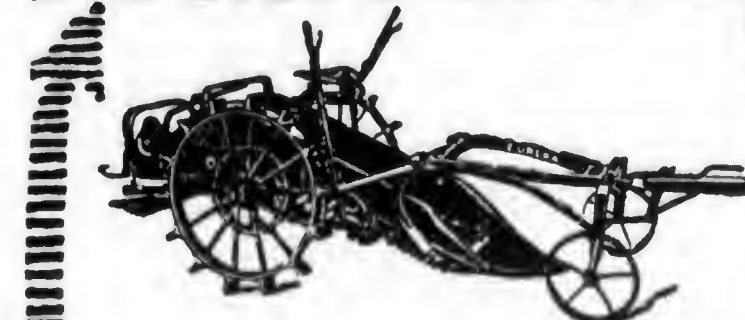
BELLEFONTE DIVISION

Executive Offices: 219 N. Broad Street Philadelphia

"BELL-MINE" PLANT

BELLEFONTE, PA.

Eureka POTATO DIGGER



Saves Extra Help

Pay for your Eureka Potato Digger with extra money earned by getting the whole crop early and selling while prices are high. Get the crop before it freezes in, without extra help.

The Eureka works in ground and conditions where other diggers fail. Because Eureka elevator and duplex shaker provide more separation; its big wheels and main gears give big power; its high clearance over shovels prevents weeds and vines bunching.

Many years high record for long service and low cost. Growers report digging 150 and more acres without repairs. Supplied in several lengths and widths; with continuous elevator and various attachments, as desired.

Adapted for use with tractors and with or without engine attachments.

EUREKA MOWER CO.
UTICA, N. Y.

Quality Pennsylvania Potatoes for Pennsylvanians

Appetizing Ways To Prepare Them

LANCASTER COUNTY LIMA BEANS

- 4 or 5 PENNSYLVANIA potatoes, diced
1 pound of lima beans
2 cups milk
2 tablespoons butter

Boil the beans until nearly soft, then add the potatoes and continue cooking until both are soft. Drain off the water and add the milk and butter. Season to taste with salt and pepper and serve. This makes a very good dish and the cost is low.

DUTCH STEWED POTATOES

- 2 cups diced raw PENNSYLVANIA potatoes
1 tablespoon butter or other shortening
½ teaspoon salt
Dash pepper
1 teaspoon minced parsley
1 onion, sliced
2 teaspoons flour

Melt the shortening and cook the onion in it about 5 minutes. Add the salt, pepper, parsley and potatoes and cover with boiling water and cook until tender. Thicken the potatoes with the flour which has been mixed with a little cold water.

POTATO BALLS

(Kartoffel Balle)

Peel PENNSYLVANIA potatoes and cut in small balls. Place in cold water for 15 minutes. Drain off the water and cover with fresh water and cook about 12 minutes until tender. Drain, add butter, minced parsley and salt to taste.

BOILED POTATOES

Select 6 PENNSYLVANIA potatoes of uniform size and scrub well. Place in a stew pan and cover with boiling water seasoned with 1 teaspoon salt. Boil from 20 to 30 minutes until tender. Drain, keep uncovered and serve hot.

"Planting six acres and spraying ten times is more sensible than planting ten acres and spraying six times." —L. T. DENNISTON, 1933.

EXPERIMENTAL FERTILIZER TESTS IN 31 COUNTIES

The Nixon formula of experimental fertilizer for the control of potato scab has been widely accepted throughout the State for trial.

There are 110 growers in the State who are now conducting test plots with this fertilizer, located in 31 different counties, as follows:

Berks
Bucks
Butler
Cambria
Carbon
Centre
Chester
Clarion
Clearfield
Clinton
Columbia
Cumberland
Erie
Huntingdon
Indiana
Juniata
Lackawanna
Lancaster
Lebanon
Lehigh
Luzerne
Lycoming
Monroe
Montgomery
Northampton
Potter
Somerset
Union
Westmoreland
Wyoming
York

PROFITABLE POTATO SPRAYING

"To overcome misconceptions and to prove the profitableness of potato spraying, demonstrations have been conducted to show:

1. The value of high pressure over low or no pressure.
2. Homemade Bordeaux mixture over proprietary copper sprays.
3. Three nozzles per row over one nozzle per row.
4. One hundred gallons or more per acre over sixty or less per acre per application.
5. The value of systematic timely spraying over slipshod irregular spraying.

6. And finally to show that potato spraying can be made to work in with the farmers "too much to do."

As a result of these demonstrations, it has been shown that:

1. Proper potato spraying is the most profitable investment for the potato grower.
2. Around proper spraying a recognized potato industry has developed in Pennsylvania.
3. The leaders in this industry have confidence in the potato spraying program.
4. Since spraying is the most complicated part of potato growing those growers who have learned to appreciate details and have mastered the art of proper spraying are Pennsylvania's outstanding potato growers today.
5. Finally that proper spraying consists of:
 - A. Timeliness of Application
 - B. Manner of Application
 - C. Proper Materials."

—DR. E. L. NIXON, 1930

FOR REAL SUCCESS IN SPRAYING

use

Whiterock High Calcium Quadruple Separated Superfine Spray Hydrate or Lime Flour. It's a leader in its field and the most convenient form of lime for Spray or Dusting purposes—

or

Whiterock Micro - Mesh — the cream of Hydrated Lime, for exacting users demanding maximum benefit for their crops—



WHITEROCK QUARRIES
BELLEFONTE, PENNA.

Years of Experience . . .

Together with the desire to help solve the individual problems of those who require special or out of the ordinary equipment for the potato warehouse has placed the name BOGGS foremost in the minds of all potato and onion growers and shippers.

BOGGS are pioneers in the manufacture of Potato and Onion graders and cleaners and have more machines in use than all other makes combined.

Your inquiry will be appreciated.

Boggs Mfg. Corporation

Atlanta, N. Y.

Detroit Lakes, Minn.

LOYALTY

(Continued from page 4)

probably the last war to be fought by a large volunteer army. Only last month, at the dismantling of CCC Camp F-10, we saw not only individuals making a noble response to a worthy call, but large county groups, with all their "fighting strength" of men, resources, equipment and productive initiative. And there was, and is, a feeling of quiet, determined loyalty in the ranks of the Pennsylvania Potato Growers and a readiness to do and sacrifice to the utmost to preserve the foundations which have made their industry great.

Not only is the rank and file of the older generation of these farm folk our loyal army, but also thousands of our young men who are now coming valiantly forward, enrolled under banners of the Future Farmers of America, the National Youth Administration and other youth organizations who would and could participate were they fortunate enough to have progressive leadership. Generous-hearted women, who believe in a sound program of character building are giving time and money to advance the potato industry of the State. And their children are enthusiastically loyal to their organizations of Boy and Girl Scouts, and Camp Fire Girls, always ready to go on call to perform a worthwhile service. It is obvious that these men, women and children who are lifting the potato growers' work upward and onward are those who encourage more than they criticize.

There can be no doubt that the Potato Growers of Pennsylvania are prepared, in spirit at least, to "stand by their organization" and by all that has been gained in their past experiences which, if allowed to develop, will prove wholesome, pleasant and profitable in the future.

FROLIC WORKERS!

Please check for your name in the list of growers who assisted in dismantling CCC Camp F-10. If your name was not registered, let us know. If registered incorrectly, also let us know. We want this information for a permanent record.



That potato growers in Pennsylvania are never too old to lend a helping hand to a worthy cause is attested by the above picture, showing Thomas Denniston, 73, left, of Slippery Rock, and J. C. Wiley, 85, of Fawn Grove, York County, helping to raze CCC Camp F-10, at Ridgway.

Do You —

Understand and thoroughly believe in the co-operative method of doing business?

Loyally patronize your association?

Attend all membership meetings and actively participate in order to help the association better to serve your needs?

Endeavor to keep fully informed on the work of your association by reading reports?

Endeavor to get to the bottom of any complaints that may be made against the association?

Make suggestions to the directors to enable the directors to better serve as a member?

Express your views to the directors or the manager when you are dissatisfied with treatment from the association, or do you sulk and poison the minds of others against the association?

"Talk up" your association among your friends and acquaintances?

—Ohio Farm Bureau News.

Are Your Potatoes Asking for Potash?

Potatoes are greedy feeders on potash. Furthermore, if they cannot get enough of this necessary plant food, they will show signs of potash starvation. The potato leaf will have an unnatural, dark green color and become crinkled and somewhat thickened. Later on, the tip will become yellowed and scorched, a condition which is sometimes confused with spray or insect injury.

The tip-burn then will extend along the leaf margins and inward toward the midrib, usually curling the leaf downward. In severe cases the whole plant may be affected, resulting in premature dying. Starvation symptoms usually appear on the lower leaves first and are more severe in dry seasons.

When fertilizing the potato crop, remember that potatoes remove from the soil more potash than both nitrogen and phosphoric acid combined. For a high yield of No. 1's, there must be at least 200 lbs. per acre of actual potash (K_2O) available to the growing plants.

Consult your county agent or experiment station about the fertility of your soils. See your fertilizer dealer or manufacturer. You will be surprised how little it costs to apply enough potash to insure good yields.

Write us for additional information and literature on how to fertilize your crops.



American Potash Institute, Inc.

INVESTMENT BUILDING

WASHINGTON, D. C.

HOW WILL I MARKET MY 1938 POTATO CROP? (Continued from page 3)

Mr. Frantz. "One grower would advise me he had 700 bushels, another 1500 bushels, another 900 bushels, etc. I would have these men pack their various lots, and when this was done, would find we had among us, for instance, 10,000 pecks for sale. I would then notify the Association office at Bellefonte that we had the 10,000 pecks ready and they would contact suitable buyers and arrange for delivery. Then the Association would forward me complete shipping instructions, and I, in turn, told my packers what deliveries to make. Following shipment of each lot, I billed the buyer of the order direct, and on receipt of payment, forwarded checks to each individual grower who participated in the order for the amount of potatoes he supplied."

"This method made our marketing orderly throughout the season, stabilized our price and kept our market from becoming congested," claimed Mr. Frantz. "Our local men do the grading and packing, and say there is nothing nicer in the world than a peck or bushel paper pack to handle and that it keeps the potatoes much better than burlap and protects them more from cold. We find that buyers and consumers, too, think the paper bag the cleanest and nicest—in fact the trade has taken so well to the pack that our greatest trouble is to get enough Association paper packed potatoes to supply the market."

The deal in Lehigh County is one of many set-ups of similar nature in the State under which the growers are selling their potatoes for profit and reputation through the Association. You as a Pennsylvania potato grower, can market the Association way this coming season. We want you to profit by this fine service we are, with the help of the Food Distributors, able to give you. If there is not, as yet, a marketing set-up in your locality, and you want to market cooperatively with your fellow members, let us know, and a suitable provision will be made for you to begin marketing the Association way immediately.

"I don't like to have my husband prop up a newspaper at the breakfast table. Do you?"

"Oh, I don't know. It keeps the grapefruit from spattering as far as it otherwise might."

POTATO CHIPS

(Continued from page 15)

commended for their vision, for the thoroughness of their organizing and for great energy in executing their plans. The Camp should be a useful and perpetual addition to the Agriculture of Pennsylvania.

* * *

When C. J. Tyson, Fruit Grower of Flora Dale, recently passed away, Pennsylvania Agriculture lost one of its truly great. Never given to oratory, quiet and unassuming in manner, Mr. Tyson resembled the quiet waters of great width and depth. Wherever a worthy cause needed counsel or encouragement, wherever a knotty or perplexing problem needed to be solved, wherever the more sound advice needed to be expressed, that's where C. J. could be found.

—"BILL SHAKESPUD."

It Is Not Easy —

To apologize.
To begin over.
To admit error.
To be unselfish.
To take advice.
To be charitable.
To be considerate.
To endure success.
To keep on trying.
To avoid mistakes.
To forgive and forget.
To keep out of the rut.
To make the most of a little.
To maintain a high standard.
To recognize the silver lining.
To shoulder a deserved blame.
BUT IT ALWAYS PAYS.

ANNOUNCING—

The dedication of
"CAMP POTATO"
at Denton Hill,
Potter County,
Pennsylvania

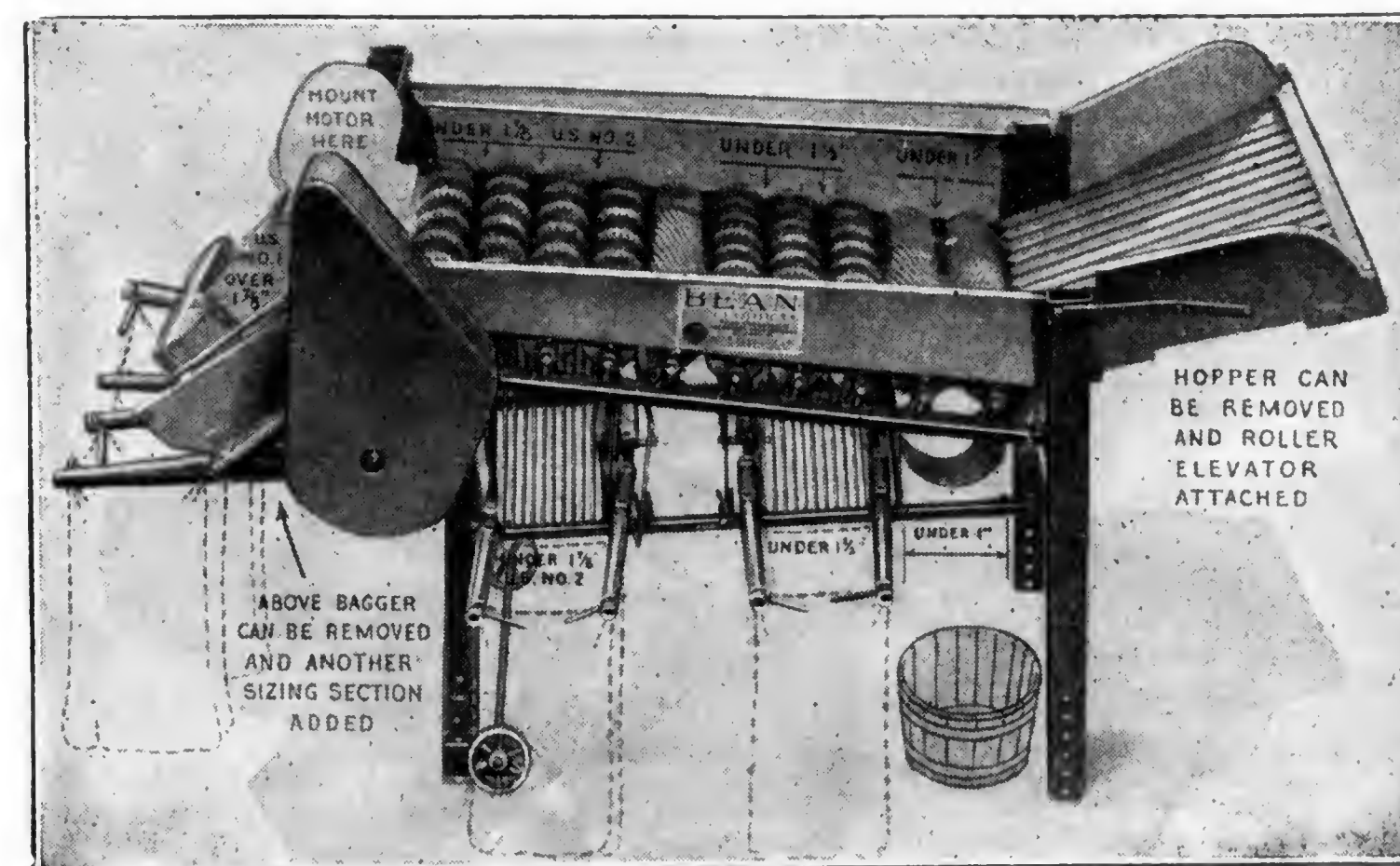
on

August 17, 1938

The Bean Rubber Spool POTATO GRADER

This Rubber Spool Grader, as you know, not only does a more accurate job of sizing than other methods heretofore used but it cleans nicely, putting the potatoes in much better shape for bagging and selling.

These graders do not bruise or cut potatoes so that you get the benefit of your entire crop.



The picture above represents the finest and most accurate job of turning out five sizes ever performed, yet it is typical of the results obtained on the Bean Rubber Spool Potato Grader.

JOHN BEAN MFG. CO.
LANSING, MICHIGAN

**Pennsylvania Cooperative
Potato Growers'
Association**

INCORPORATED

BELLEFONTE, PENNSYLVANIA

**Certificate of Merit
1937**



The Pennsylvania Potato Growers are aware of the many contributing forces which are responsible for the advancement of the potato industry. Back of most of these forces is an individual or a group of individuals who have contributed more than is required or even expected of them. To register our appreciation and acknowledge the outstanding achievement to which such generosity invariably leads,

BE IT RESOLVED, That this Certificate of Merit and Medal of Award be presented to

Iron Age Division

A. B. Farquhar Company, Limited

For the knowledge exercised in developing a potato planter so well adapted to the needs of our industry.

Walter S. Bishop
President

E. B. Bowd
Secretary

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SCHOOL OF AGRICULTURE
AND EXPERIMENT STATION

THE PENNSYLVANIA STATE COLLEGE
STATE COLLEGE, PA.

THE GUIDE POST

PENNSYLVANIA
POTATO
GROWERS

VOLUME XV

NUMBER 8



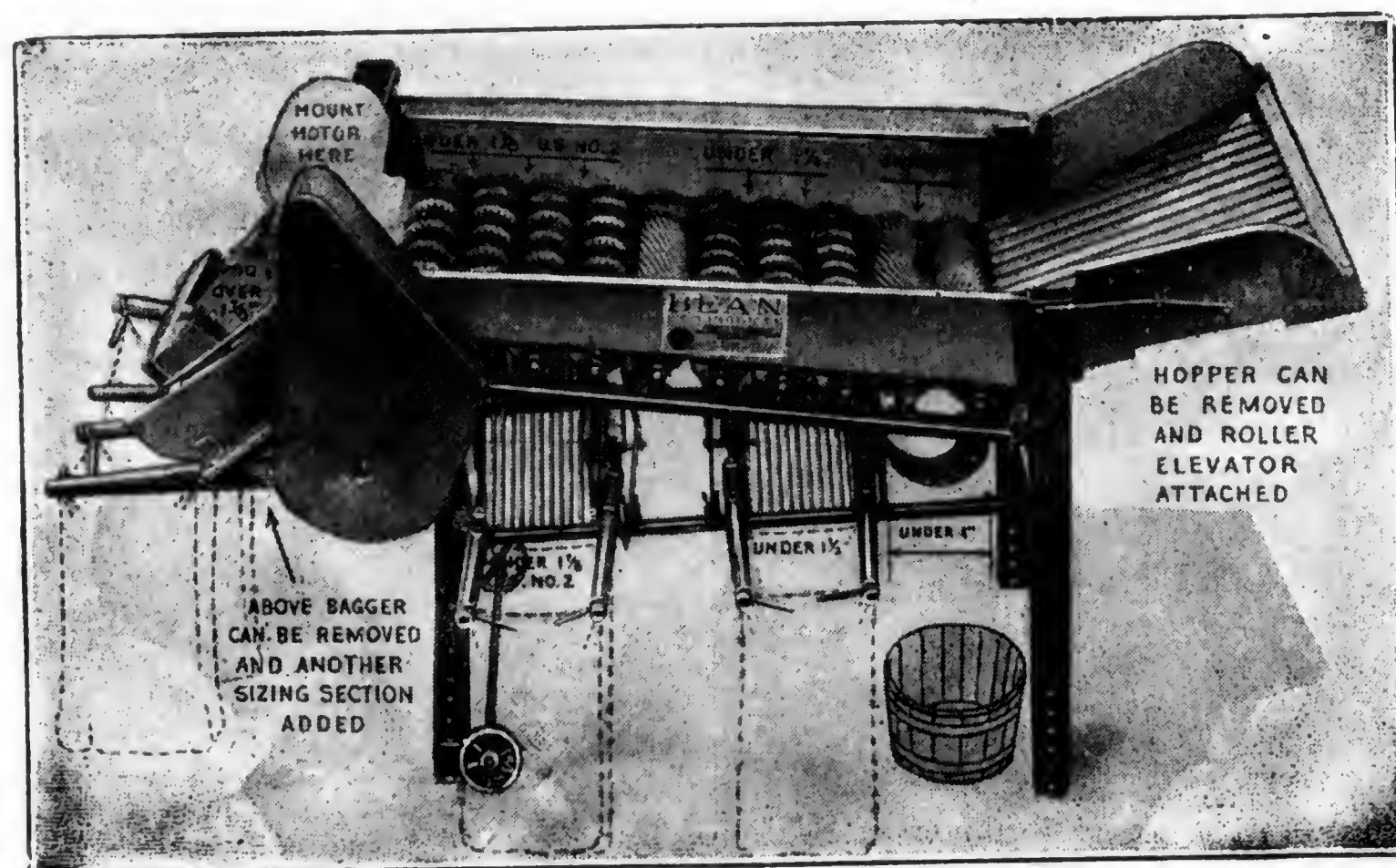
AUGUST • 1938
GRADING NUMBER

PUBLISHED BY THE
**PENNSYLVANIA COOPERATIVE
POTATO GROWERS ASSOCIATION**
INCORPORATED

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JOHN BEAN MFG. CO.
LANSING, MICHIGAN

Marketing Pennsylvania Quality Potatoes for Profit and Lasting Satisfaction

By L. T. DENNISTON

*Senior Marketing Specialist in Charge of Potato Interests,
Pennsylvania State Department of Agriculture*

It is the intention here to give helpful suggestions and hints on handling Pennsylvania Quality Potatoes from the time of their growth in Pennsylvania's rich soils and farm lands to their use by the most exacting housewife or dining-room chef.

A program having as its object, "the marketing of Pennsylvania potatoes in the most efficient manner," was unanimously adopted by the Pennsylvania Potato Growers' Association in 1936. This program included:

(a) Determining a standard grade, high enough to meet exacting demands for all practical consumer acceptance and low enough to make the best of our local crops.

(b) Adopting and trade-marking a distinctive, practical and attractive pack of a size to meet the widest market demands.

(c) Determining definitely and accurately the merits and qualities of our own potatoes.

(d) Determining the true status of the potato in the diet of the normal and sub-normal person.

(e) Determining and developing varieties most adapted to our growing conditions and most suited to special culinary uses.

(f) Setting up machinery by which the grading and packing of the adopted brand will be guaranteed to the consumer and made available in sufficient volume to interest large purchasers.

Pennsylvania's prestige and present position as a potato state was largely attained through an aggressive and progressive program of potato production during the past twenty years. A number of trends and changes, both state and national in scope, threatened the industry and its present position, in fact, had already placed Pennsylvania growers at a disadvantage with other producing areas. Representative growers and leaders in the industry had come to the realization that unless an equally aggressive and progressive program of marketing and merchandising was initiated, Pennsylvania would

rapidly lose her present position and the prestige attained by a sound practical program of potato production. The necessity of new methods of merchandising Pennsylvania's potatoes to advantage in competition with those produced in other areas, is emphasized by a number of the following trends and changes that have taken place in the industry in recent years.

1. Local production for local needs as contrasted to a shift to concentrated production in specialized producing areas, resulting in marked increase production in other areas or states.

2. Adaptation of power equipment and a tendency toward large unit production.

3. The advent of the truck in moving large quantities of potatoes to market, bringing advantages as well as serious problems to the producer and distributor.

4. Highly advertised fresh fruits and vegetables the year round, as contrasted to fresh fruits and vegetables in season in the past.

5. Decreased potato consumption, imaginary and real.

6. Development and promotion of adapted varieties by other states and producing areas.

7. Passage of progressive laws by other states regulating the grading, packing and sale of potatoes that were equal in importance to the producer, distributor and consumer. These laws have resulted in stricter grading and packing on the part of producing areas shipping into Pennsylvania markets.

8. Development of the retail consumer package and a trend away from the larger wholesale packages.

9. A change from small unit buying to large unit buying by organized distributors; from unlabelled, unidentified products to trade-marked identified consumer packs.

10. Initiation of definite programs of promotion and advertising on the part of outside producing areas, resulting in wider distribution of their potatoes in Pennsylvania markets.

In the initiation of a marketing program throughout the state, many factors were revealed that place growers at a disadvantage in marketing their crops. First, many growers do not have sizing machines large enough to handle their volume of potatoes and many sizers were found inaccurately adjusted or were too worn to size accurately. Second, many growers do not have adequate room and facilities for proper grading. Third, scales were inadequate or unsuited to weighing consumer packages and many more were found to be inaccurate to the extent of two to five pounds to the bushel. Fourth, one of the most critical handicaps to growers participating in orderly marketing throughout the state is inadequate storage and in many cases no storage at all. Fifth, lack of uniformity or attractiveness of bags or containers for packing, the use of which was not conducive to putting up a good pack or to pride in merchandising.

Many factors were involved in measuring the success of the marketing program and what it has meant to the growers and the potato industry of Pennsylvania. The net gain or value of marketing over 1,000,000 bushels of Pennsylvania's 1937 crop in indented packages, cannot be judged alone on the increased returns to the growers or shippers participating, but must take into account: stabilization of prices and increased returns to all growers; increased demand for Pennsylvania potatoes; making buyers and consumers conscious of the quality of Pennsylvania potatoes; making it possible to meet the competition from other states or producing areas on a parity basis; raising the general standard of quality by encouraging better grading, as well as other factors leading to a better position of the industry of the state as a whole. It provides a practical curb to the exploitation of growers by unscrupulous buyers and truckers.

Their merit of the program itself in merchandising Pennsylvania's quality potatoes in identified packages, in improving the market outlet, in increasing net returns, has never been questioned by those who participated. It is true that we had reached the point where such a program or some program was a necessity for a large number of our growers and for the future stability of the industry.

With no pattern or precedent to follow, the question as to how the grower might best participate, presented a difficult problem. A large number of different systems were followed during the 1937-38 marketing season, namely:

1. Individual grower packer participation.
2. Local buyer packer participation.
3. Community ring, or farm to farm packing.
4. Service packing on a cash charge basis.
5. Participation through cooperative assembly and packing stations.

The latter system, although advantageous from a marketing standpoint, discouraged many growers due to the high cash charge or outlay per unit. Systems utilizing as much farm or grower labor as possible on a cooperation basis proved most popular and provided the greatest volume packed during the 1937-38 marketing season.

The real task in promoting a new day in marketing is in "initiating the program." It is significant that not a single grower dropped from the ranks of the participating, once he had entered the program. This was due not alone to the increasing economic returns, but a developed sense of pride in merchandising his crop as a well graded attractive product. This sense of pride is being definitely reflected in revived interest on the part of many growers in the purchase of new seed, a desire to do a better job of spraying and a renewed confidence in the industry.

A. P. FIDLER & SON, BERKS CO., FIRST PACKERS OF SEASON

A. P. Fidler & Son, of Womelsdorf, Berks County Contact Men and outstanding shippers for the Association, are the first Association packers of the current marketing season.

These men have set up a temporary grading station at Manheim, Lancaster County, and are packing Lancaster Cobblers in the Association pack.

Most of the Fidler pack has gone to Pittsburgh where the price has warranted the long haul.

Potato Grading in Pennsylvania

by D. M. JAMES

In Charge, Fruit and Vegetable Marketing, Pennsylvania Bureau of Markets

For years it was the prevalent opinion that it did not pay to grade Pennsylvania potatoes to the specifications of the U. S. grades. Why separate the inferior potatoes from the others when the many local demands were sufficient to take all the potatoes produced in the State at prices sufficiently high to give the grower a greater net return than he would receive if the same stock were graded and the various grades then sold? In many instances this practice of selling "field run with rots and seconds out" actually did give Pennsylvania growers greater returns than they would have secured by grading to U. S. No. 1 specifications, because of the additional costs of packing and because of the low prices received for the inferior grades culled out.

What was the reason for this condition, has any change come over the Pennsylvania industry which may have altered the status quo and what of the future? These are questions which might be well to ponder over to determine just where Pennsylvania stands on the potato grading proposition.

The prices received for potatoes of actual U. S. No. 1 quality in Pennsylvania cities have not been at a level commensurate with U. S. No. 1 quality from other sections of the country. This was due to a number of factors, the principal one being that the wholesale and retail trade, and the consumer likewise, had no respect or confidence in a pack of Pennsylvania potatoes, even though graded and marked U. S. No. 1. There were, of course, producers in the State who put up well-graded packs for years who were exceptional in their ability to permeate the buyer resistance and prejudice against Pennsylvania potatoes who were able to receive higher than average returns. Then, of course, Pennsylvania producers scattered throughout 67 counties of the State, selling hodge-podge to thousands of dealers in hundreds of cities, to itinerant buyers, to local store-keepers or to anyone else making an offer, have in the main had no bargaining power, market leadership or market information, so have, in fact, been at the mercy

of the buyers who had not maintained the price level of Pennsylvania potatoes on a fair competitive basis with other producing areas of the northeastern and middlewestern states. Another ill effect had been the misbranding and subsequent misquoting of potatoes supposedly of U. S. No. 1 quality, which fictitious figure for an inferior grade had often been used as a means of lowering the price of U. S. No. 1 quality packs.

The Potato Marking Law, now in effect for only one season, has already had a tremendous effect in straightening out the many discrepancies between quality and price in Pennsylvania cities. There have been violations to be sure, but in the aggregate the growers of the State are attempting to abide by the provisions of the Act which was enacted for their own benefit. Is it any wonder therefore, that as this is written, fruit growers of Pennsylvania are planning to follow the lead of the potato group to have the marking law amended to include apples and peaches? Another effect of the marking law, coupled with the marketing program of the Penna. Coop. Potato Growers' Ass'n., has been the grading instruction received by Pennsylvania growers. Thousands of Pennsylvania farmers who knew little, if anything, about grade specifications or of U. S. grades several years ago, are now well acquainted with these specifications and many are packing to meet grade specifications.

Another important change which has taken place in the Pennsylvania potato industry is the transition from leaderless, poorly informed marketing to an aggressive, state-wide marketing leadership having full market information, extensive outlets and a real bargaining power through large supplies.

So the conditions incident to the selling of Pennsylvania's large potato crops have been rapidly changing over the past few years. The old phrase, heard so often, that "It doesn't pay to grade Pennsylvania potatoes" has been changed to "It doesn't pay to sell ungraded Pennsylvania potatoes."

THE GUIDE POST

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Cooperative Potato Growers, Inc.

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Annual membership fee \$1.00. This includes the Guide Post.

All communications should be addressed to E. B. Bower, Secretary-Treasurer and General Manager, Bellefonte, Pennsylvania.

DAYS OF AUGUST

Roses faint with sweetness, lilies fair of face,

Drowsy scents and murmurs haunting every place;

Lengths of golden sunshine, moonlight bright as day;

Don't you think that Summers' pleasanter than May?

—Thomas B. Aldrich.

Summer Field Meeting and Dedication of "Camp Potato"

CCC Camp F-10 has been laid to rest in the historical archives of the Association. However, the magnanimous attitude of the Federal Government toward the "Camp Potato" project and the unprecedented voluntary services of the 500 loyal growers and friends of the industry who participated in

the frolic last June 10 and 11 are not forgotten.

The construction of "Camp Potato" has progressed so rapidly that, in view of the wide interest in the camp, we have decided to hold a summer field meeting and dedication at the camp, in cooperation with the Potter County Field Day and Tour. The date, Wednesday, August 17, 1938.

As a potato grower or a friend of the industry, this is *your* camp, which, when completed will provide comfortable housing facilities in scenic and healthful surroundings for farm people of Pennsylvania, more particularly those interested in the development of the potato industry. Your equity in this camp and its program will be one of the greatest heritages of the potato industry of the future.

You are not only invited, but requested to be present August 17 for the dedicatory ceremonies. Your friends and neighbors are welcome to join you.

The field meeting, dedication ceremony and the Potter County Tour offer you an opportunity to inspect "Camp Potato," Dr. Nixon's seedling plots, including 10,000 varieties, seed fields of Nittany, Bliss Triumph, Russet Rural and White Rural, a modern potato storage, modern sprayers and other equipment in operation and delightful and refreshing scenery on the lofty heights of the Allegheny Mountains at the headwaters of three great rivers—the Susquehanna, the Allegheny and the St. Lawrence.

Potter County and the points of activity on the Summer Field Meeting program are easily accessible from all parts of the state over modern highways. The route for traveling in Potter County will be well marked and personal guides provided where desired.

Ample housing facilities will be available in Coudersport and vicinity for those wishing to come the day before or those desiring to remain over the night of the seventeenth.

Breakfast and evening meals can be had at various eating places in Coudersport. Lunch will be served at "Camp Potato" on the seventeenth for a nominal charge.

You will note on the following page
(Continued on page 18)

PROGRAM

for the

SUMMER FIELD MEETING AND DEDICATORY SERVICES OF "CAMP POTATO"

Top of Allegheny Mountains, Potter County, Seven Miles East of
Coudersport, Pennsylvania

AUGUST 17, 1938

8:00 to 11:00 A.M.

Assembly at and inspection of the new potato seedling varieties on Sweden Hill. (All roads leading to these plots will be plainly placarded and personal guides will also be provided.) Dr. E. L. Nixon, Professor of Plant Pathology, Department of Botany, The Pennsylvania State College, in charge.

11:00 to 12:00 P.M.

Assembly at "Camp Potato." Lunch and inspection of camp and equipment.

12:30 to 1:30 P.M.

Dedication of "Camp Potato"

1. Addresses. Short addresses will be made by:

Hon. J. Hansell French, Secretary, Department of Agriculture, Commonwealth of Pennsylvania

Dean R. L. Watts, Dean of the School of Agriculture and Experiment Station, The Pennsylvania State College.

H. C. Fetterolf, Chief, Agricultural Education, Department of Public Instruction.

2. Presentation:

Hon. Robert R. Lewis, President Judge, 55th Judicial District.

3. Introductions:

4. Capping the Keystone by V. A. Martin, Advisor, Agricultural Education, Department of Public Instruction, assisted by members of the Board of Directors of the Pennsylvania Cooperative Potato Growers' Association.

ITINERARY FOR POTTER COUNTY POTATO TOUR AND FIELD DAY

Wednesday, August 17, 1938

Leave "Camp Potato," Denton Hill, at 1:30 P. M. sharp.

First Stop—E. R. Blass, Sweden Hill, Nittany and Russet seed fields. Spraying Demonstration.

Second Stop—Blough Brothers, Sweden Hill, Russet seed field, high yield. Potato Equipment.

Third Stop—George Barnett, near Gold, Russet seed field. Potato Equipment.

Fourth Stop—Joe Fisher, Newfield, Nittany and Russet seed fields. Potato equipment.

Itinerary subject to change due to road construction.

* All time given on this program is Eastern Standard Time.



**BALD EAGLE CHAPTER, FUTURE FARMERS OF AMERICA
WORKING ON CAMP POTATO**

Thursday, Friday and Saturday, July 21, 22 and 23 were busy days on the construction of Camp Potato. A total of sixty-seven volunteers participated during the three days. The above group is composed of Bald Eagle Future Farmers of America, Clinton County, under the capable leadership of Supervisor Rex Haver. Other groups present from Meadville, Linesville, Townville, Conneautville and Spartansburg, Crawford County; Warren and Sugar Grove, Warren County; Tionesta and Endeavor, Forest County; Port Allegheny, McKean County; and groups from Potter, Lancaster Center, Dauphin County and Ohio.



EXCAVATION UNDER PROGRESS
Excavation under progress for the basement, for wash rooms and showers.

POTATO CHIPS

This is the grading issue of the "Guide Post." What is the present grading status in Pennsylvania? It's very definitely on the up-grade! Yes, Pennsylvania potato growers have become grade conscious plus and are now placing emphasis on quality! We used to hear the woeful tale from the markets that Pennsylvania potatoes were "the scum of the earth." Now the tune has changed to one of our spuds topping the markets in price and quality.

★ ★ ★

The July crop forecast indicates 25,090,000 bushels of potatoes for Pennsylvania compared with 25,215,000 in 1937, for the country as a whole 386,660,000 compared with 393,289,000 bushels last year. Regardless of the large crop in the nation, Pennsylvania's twenty-five million bushels should not be cumbersome, what with our improved marketing set-up and tremendous demands from Pennsylvania markets for well-graded stock.

★ ★ ★

Inaccurate scales for the tubers you pack seems like poor economy. By giving excess weight, you lose and by giving short weight you also lose when the "weights and measures" people check the bags—so you lose either way. Better look over the scale equipment before packing season to be sure you have accurate and suitable facilities for weighing your spuds.

★ ★ ★

And speaking of equipment and facilities, have you done anything about fixing up better storage for your crop? We're woefully deficient in Pennsylvania on that score, though improving some in recent years. To cash in on the late spring market—which sometimes is high—to properly store that good seed stock—to avoid winter freezing injury or excess loss from decay or shrinkage, a properly constructed storage is a necessity. Never heard of anyone who has built a good potato storage saying that it didn't pay.

★ ★ ★

Denniston and Poole, of Potato Interests, state in their annual report that there were 104 cooperators to the

Marketing Program during the '37-'38 season and 618 participating growers. From present indications, those figures will sky-rocket during '38-'39.

★ ★ ★

Miles Horst's column in the July 16 issue of the "Pennsylvania Farmer" had a well written and concise description of the Pennsylvania Cooperative Marketing Program, with some of the beneficial results noted. Thanks for them kind words, Miles.

★ ★ ★

Americans who favor the cooperative principals are getting together to purchase everything from groceries to tractors, from rat-poison to floor wax. The Bureau of Labor Statistics reported recently that 3,600 retail cooperatives with 677,000 members did \$182,600,000 business in 1936. It is estimated that in 1938, this cooperative retail business may reach half a billion dollars. Yes, this Cooperative idea seems to have what it takes to get results!

★ ★ ★

The Eastern Shore has just completed one of their most disastrous seasons as regards blight and blight rot. Carloads which appeared to be sound and in beautiful condition when shipped arrived at terminals showing heavy decay. Torrential rains and hot weather at digging time was the cause of the serious infestation. New Jersey is also affected and many sections of Pennsylvania seem to be hit with blight.

★ ★ ★

One of the troubles of this modern age is that too many people are spending money they have not yet earned for things they do not need, to impress people they don't like.

★ ★ ★

If one remembers that the greatest success of his cooperative organization means the greatest success for all its participants, then personal ambition ceases to be a menace to success.

"BILL SHAKESPUD"

"Ruts are made by people who stick to the beaten path."

Continued Cooperation at "Camp Potato"

Volunteer Workers Participating In the Construction of "Camp Potato", July 7 and 8, 1938

Corsica Union High School

S. R. Simkins, Corsica
Ridge R. Simpkins, Corsica
Robert Clinger, Corsica
Bud Miller, Corsica
Byron Oaks, R. D. 4, Brookville
A. C. Sproat, Mercer
W. E. Eshelman, Knoxville
George H. Painter, Sabinsville

Charleston Township School

L. J. Hayden, Supervisor
Bob Hammond
Norton Benjamin

Tioga County Vocational Agriculture

Tom W. Crittenden, County Adviser,
Mansfield
John Rice, Mansfield
Jack Brigham, Mansfield

Volunteer Workers Participating In the Construction of "Camp Potato" July 21, 22 and 23, 1938

THURSDAY, July 21

Bald Eagle Chapter, Future Farmers of America, Clinton County

J. Rex Haver, Vocational Supervisor,
Lock Haven
Joe Swope, Lock Haven
Richard Fox, Mill Hall R. D.
Richard Smart, Lock Haven
Lewis McGill, Mackeyville
Clifford Fox, Mill Hall R. D.
Helen Knecht, Mill Hall R. D.
Mary Knoch, Mill Hall R. D.
Mary Dotterer, Mill Hall R. D.

THURSDAY AND FRIDAY, July 21-22

Crawford County

D. L. Crum, Meadville, Vocational
Supervisor
John Buci, Cambridge Springs
William Pusz, Cambridge Springs
O. A. Porter, Linesville, Vocational
Instructor and 5 Boys (left be-
fore names could be secured)
E. P. Vogel, Townville, Vocational
Instructor
Stanley Sarisky, Centerville R. D. 4
Harland Drake, Centerville R D 3

Kenneth Mowry, Voc. Inst., Con-
neautville F.F.A., Conneautville
Mrs. Kenneth Mowry, Conneautville
Arthur Snyder
Dick Linder
George Sloan
John Bartholomue
Francis Phelan
J. A. Whitney, Voc. Inst., Spartans-
burg Voc. School, Spartansburg
Floyd Studd, Spartansburg
Wm. Daszynicz, Spartansburg

THURSDAY AND FRIDAY, July 21-22

Warren County

C. F. H. Wuesthoff, Warren Co., Voc.
Supervisor, Warren
Lewis Sears, Akley
Ralph Marten, Russell
Clair Wood, Russell
Clayton Sandeen, Russell
T. R. Sponsler, Voc. Inst., Sugar Grove
Chas. Swanson
Harold Haskins
James Landin
Foust Judge
Arthur Jounes, Warren County Po-
tato Growers Assoc.

THURSDAY AND FRIDAY, July 21-22

Forest County, Endeavor Chapter F.F.A.

Karl Flowers, Voc. Supervisor,
Tionesta
Jean L. Ziegler, Endeavor
Robert Maze, West Hickory
James Ziegler, Endeavor
John Thompson, Endeavor
Robert Chappel, Endeavor
Miller Keeley, Tionesta

FRIDAY AND SATURDAY, July 22-23

Orin Freer, Port Allegheny
Stanley Johnston, Port Allegheny
Lester Hug, Hoffman Seed Co., Lan-
disville, Lancaster County

FRIDAY, July 22

M. L. VanWegen, Coudersport

THURSDAY, FRIDAY, SATURDAY,

July 21-22-23

E. L. Nixon, State College
Shelton Poole, Harrisburg
L. T. Denniston, State College
Ed. Fisher and Crew, Coudersport
(six men)

(Continued on page 13)

Association's Cooperative Spirit Permeates Agricultural Implement Industry

(Editor's Note:—The following is a brief article, written by Mr. G. Douglas Jones, Agricultural Engineer for the Cleveland Tractor Company, in appreciation of the award bestowed upon him by this Association. Mr. Jones distinguished himself in the agricultural implement field last year when he adapted the track laying tractor to all phases of potato production requiring power, and thereby was awarded an Association Medal of Merit and a Certificate of Award for his contribution to the industry.)

"To bring about productive results, results that really mean progress, requires above all things cooperation, i.e. 'working together or with others' and through cooperation we can generally achieve the goal of usefulness and success.



G. Douglas Jones, Agricultural Engineer, the Cleveland Tractor Company.



An enlarged photograph of the gold charm awarded Mr. Jones for "contributing more than was required or even expected of him."

"The spirit of cooperation should undoubtedly be based upon the four cardinal principles of our Association, namely Vision, Dependability, Integrity and Knowledge. Armed with these principles it is little wonder that the Pennsylvania Cooperative Potato Growers' Association is marching on to great success, and have already a commanding position in the potato growing industry, a position that other states may well look upon with envy—and yet every state could accomplish the same thing, but apparently cooperation coupled with leadership vision is sadly lacking.

"This cooperative spirit of the Association has reached out and is permeating the Agricultural Implement Industry, and these folks are rapidly realizing that unless they cooperate with and understand the problems of the

(Continued on page 18)



A FRONT VIEW OF "CAMP POTATO"

Two barracks are on the sides with the main assembly room in the center. The fire place can be seen at the base of the front wall and when completed will extend above the center gable. The flag pole in the front center was raised by Crawford County Future Farmers of America on Friday, July 22.



THE MAIN ASSEMBLY ROOM IN THE EARLY STAGES

Note the fire place big enough to burn five-foot logs, and the location of the fountain in the foreground. This room will be 30x40 feet and will be floored with flag stone.

CONTINUED COOPERATION
AT "CAMP POTATO"

(Continued from page 10)

SATURDAY, July 23

Harry Stockdale, Ravenna, Ohio

JULY 28, 29, and 30

Fawn Chapter, Future Farmers of
America (York County)

Wm. Dale Anderson, Highrock

Dale Marsteller, Stewartstown

Everett Morris, Fawn Grove

Wilson Hostler, Fawn Grove

Perry Wolfe, Muddy Creek Forks

Raymond Jones, Fawn Grove

WE ARE COUNTING ON
SEEING YOU AT
"CAMP POTATO'S"
DEDICATION

Whiterock
Pulverized
Limestone



The Key That Unlocks the Soil,
and Makes Fall Crops and the
Growing of Legumes Profitable.

DON'T PUT OFF PUTTING
IT ON

Screen Test:—

100 % passes 30 Mesh
95 % passes 100 Mesh
75 % passes 200 Mesh

WHITEROCK QUARRIES
BELLEFONTE, PENNA.

Years of Experience . . .

Together with the desire to help solve the individual problems of those who require special or out of the ordinary equipment for the potato warehouse has placed the name BOGGS foremost in the minds of all potato and onion growers and shippers.

BOGGS are pioneers in the manufacture of Potato and Onion graders and cleaners and have more machines in use than all other makes combined.

Your inquiry will be appreciated.

Boggs Mfg. Corporation

Atlanta, N. Y.

Detroit Lakes, Minn.

OVER THE PICKING TABLE

BY INSPECTOR THROWOUT

In the garden we uproot weeds when they start. Since we are, most all of us, of the common or garden variety, why not apply the principle to our bad habits.

★ ★ ★

The man who thinks he has reached the end of his rope can still tie a knot in it and hang on.

★ ★ ★

Few sensible citizens believe in political promises, not even those who make them.

★ ★ ★

There were mighty few divorces before they invented alimony.

★ ★ ★

Mike saw a sign in a bookstore window—"Dickens' works all this week for \$9.00.

He turned away disgustedly, saying, "The divvil he does! The doorty scab."

★ ★ ★

There are some men who are pretty good fellows at heart but never let their wives find it out.

★ ★ ★

Again referring to the subject of names—Orlando Dammitt, a North Carolina citizen, has had his changed. Probably he got tired of hearing the secretary of his lodge sing out: "O. Dammitt."

★ ★ ★

Old Adam was a lucky hound,
His days were filled with rest
And blissful peace—for Eve ne'er found
A blond hair on his vest.

★ ★ ★

Two of life's tragedies: (1) when you want a thing and can't get it; and (2) when you get the thing and find that you don't want it.

★ ★ ★

The man who spends his time building castles in the air usually finds himself in the hole.

Consider Mr. Shadrich,
Of fiery furnace fame,
He didn't bleat about the heat
Of fuss about the flame.
He didn't stew and worry,
And get his nerves in kinks,
Nor fill his skin with limes and gin
And other "cooling drinks."

Consider Mr. Meshach,
Who felt the furnace, too;
He let it sizz, nor queried "Is
It hot enough for you?"
He didn't mop his forehead
And hunt a shady spot;
Nor did he say, "Gee! what a day!
Believe me, it's some hot."

Consider, too, Abed-ne-go,
Who shared his comrades' plight;
He didn't shake his coat and make
Himself a holy sight,
He didn't wear suspenders
Without a coat or vest;
Nor did he scowl and smart and howl,
And make himself a pest.

Consider, friends, this trio—
How little fuss they made,
They didn't curse when it was worse
Than ninety in the shade,
They moved about serenely
Within the furnace bright,
And soon forgot that it was hot,
With no "relief in sight."

★ ★ ★

The way to agree with a woman is to get a large bath-towel and gag yourself.

★ ★ ★

Give me the benefit of your convictions if you have any but keep your doubts to yourself, for I have enough of my own.—Goethe.

★ ★ ★

Strange as it may seem, County Agent Verne Beverly, of Aristook County, Maine, was the first County Agricultural Agent to drive a nail in the erection of "Camp Potato."

★ ★ ★

SPRICH-WORDA

Kinner un norra sawga de woreheit.
Besser en louse im growd os gor ken
flaish.

Glaene Grutta hen aw gift.
Was mer net wase maucht em net hase.

A BETTER YIELD IN EVERY FIELD



York Chemical Works
YORK, PA.

Before Marketing your crop of Potatoes

call or write

Albert C. Roemhild
122 Dock Street

Regarding Market
Conditions

LOMBARD 1000

PHILADELPHIA, PA.

Eureka POTATO DIGGER



Saves Extra Help

Pay for your Eureka Potato Digger with extra money earned by getting the whole crop early and selling while prices are high. Get the crop before it freezes in, without extra help.

The Eureka works in ground and conditions where other diggers fail. Because Eureka elevator and duplex shaker provide more separation; its big wheels and main gears give big power; its high clearance over shovels prevents weeds and vines bunching.

Many years high record for long service and low cost. Growers report digging 150 and more acres without repairs. Supplied in several lengths and widths; with continuous elevator and various attachments, as desired.

Adapted for use with tractors and with or without engine attachments.

EUREKA MOWER CO.
UTICA, N. Y.



A "NITTANY" SEED FIELD

A Nixon seedling, the "Nittany" growing on the farm of Everett Blass, Coudersport, Potter County. Vigor, uniformity, freedom from disease and ability to reproduce characterize this outstanding field. The above field, the seedling plots and a number of other outstanding seed fields will be inspected during the Summer Field Meeting and Dedication of Camp Potato on August 17.

Quality Pennsylvania Potatoes for Pennsylvanians

Appetizing Ways To Prepare Them

BERKS COUNTY POTATO DUMPLINGS

- 6 Raw PENNSYLVANIA potatoes
- 10 slices bread
- 1 onion, grated
- 2 eggs, well beaten
- 1 teaspoon minced parsley
- Salt and pepper

Grate the potatoes. Soak bread in cold water and squeeze out as much of the water as possible. Mix together the bread, salt, pepper, grated onion and parsley. Add the grated potatoes and eggs, and mix well. Form into balls, roll in flour gently, drop into boiling salted water, and cook in a covered pot for 15 minutes. These dumplings are excellent with sauerkraut, stewed chicken or meat.

CLAM CHOWDER

- 6 PENNSYLVANIA potatoes, diced
- 25 clams
- ½ cup boiling water
- ½ pound salt pork, chopped fine
- 4 onions, sliced
- 8 cups milk
- 3 tablespoons flour
- 2 tablespoons butter
- 1 teaspoon salt
- ½ teaspoon pepper

Scrub clam shells well to remove all sand. Lay in the bottom of a large kettle and cover with the boiling water. Cover the kettle and let steam about 15 minutes. Open the clams, saving all the liquor. Chop clams. Fry the pork about 5 minutes. Add the potatoes, onions and clam liquor, and cook about 15 minutes. Then add the clams and boil for 20 minutes. Melt the butter, add the flour and blend, stir in the milk and cook about 10 minutes. Add seasonings. Combine both mixtures and serve at once.

EQUITABLE

Paper Bag

COMPANY

INCORPORATED

manufacturers of

Potato Sacks Glassine Potato Chip Bags

Operating our own paper mill, and controlling every step to the finished paper bag, gives Equitable customers these three important advantages: uniform high quality, reliable service, and economy in price. Our art and research departments (a gratis service to Equitable customers) assure you of a well designed bag, efficiently suited to your particular needs.

PROMPT *Deliveries*

RELIABLE *Quality*

ECONOMICAL *Prices*

314 Scholes Street, Brooklyn, N. Y.

BEAN SOUP

- ½ cup diced PENNSYLVANIA potatoes
 1½ pounds butt end of ham
 1 pound soup beans
 2 cups diced celery
 ½ cup chopped onion
 1 can strained tomatoes
 2 teaspoons minced parsley
 Salt and pepper

Soak beans in water over night. In morning, drain off the water, add fresh water and cook until almost soft. Wash ham and cover with cold water and boil until tender. Skim fat from the broth and add the beans and other ingredients and cook until potatoes are soft. Serve at once.

* * *

 CORN CHOWDER

- 4 large PENNSYLVANIA potatoes, sliced
 3 slices salt pork
 1 large onion, sliced
 2 cups water
 6 large soda crackers soaked in
 1 cup milk
 2 cups corn
 1 teaspoon salt
 ¼ teaspoon paprika

Cut the salt pork in cubes and brown. Add onion and cook until browned; add the potatoes and water and cook until potatoes are soft. When potatoes are cooked, stir in the crackers which have been soaked in the milk, corn, salt and paprika. Heat thoroughly and serve.

 SUMMER FIELD MEETING AND
 DEDICATION OF "CAMP POTATO"

(Continued from page 6)

the program, which calls for assembly at the College breeding plots from 8 to 11 o'clock Wednesday morning (Eastern Standard Time). From this point the motorcade will proceed to "Camp Potato" for lunch and the dedication ceremonies. The afternoon will be devoted to the Potter County Field Day and tour of seed potato fields.

From present indications, this will be one of the most significant events and most widely attended gatherings in the history of the Pennsylvania Potato Growers' Association.

 ASSOCIATION'S COOPERATIVE
 SPIRIT PERMEATES AGRI.
 IMPLEMENT INDUSTRY

(Continued from page 11)

grower they will find themselves slowly but surely slipping down hill and into oblivion.

"The incentive to the manufacturers to cooperate and help the grower simply from the standpoint of satisfaction in producing efficient equipment certainly should be enough to spur him on to developing and producing better equipment, and coupled with the knowledge that the grower will absorb large quantities of his equipment.

"However, the Association in its wisdom recently instituted a further incentive for the manufacturer to work more closely with the grower in developing potato equipment, by authorizing the issuance of a Certificate of Merit 'to the manufacturer who for that year develops his equipment to a point of perfection for the improvement of potato production.'

"A gold medal is awarded to the individual of the company 'who has contributed more than is required or even expected of him.'

"Surely this award should be an inspiration to anyone in the industry to strive to help the grower to higher quality and quantity yields and reducing the costs of production.

"In receiving the medal for the past year (1937) I am humble but proud to be signally honored. This honor, as all honor, I feel imposes responsibilities—responsibilities to promote vision, dependability, integrity and knowledge in all walks of life, that these cardinal virtues may be inculcated in man and embodied in machinery."

—G. DOUGLAS JONES

DON'T FORGET THE DATE
AUGUST 17, 1938
FOR THE SUMMER FIELD
MEETING AT
"CAMP POTATO"

Are Your Potatoes Asking for Potash?

Potatoes are greedy feeders on potash. Furthermore, if they cannot get enough of this necessary plant food, they will show signs of potash starvation. The potato leaf will have an unnatural, dark green color and become crinkled and somewhat thickened. Later on, the tip will become yellowed and scorched, a condition which is sometimes confused with spray or insect injury.

The tip-burn then will extend along the leaf margins and inward toward the midrib, usually curling the leaf downward. In severe cases the whole plant may be affected, resulting in premature dying. Starvation symptoms usually appear on the lower leaves first and are more severe in dry seasons.

When fertilizing the potato crop, remember that potatoes remove from the soil more potash than both nitrogen and phosphoric acid combined. For a high yield of No. 1's, there must be at least 200 lbs. per acre of actual potash (K₂O) available to the growing plants.

Consult your county agent or experiment station about the fertility of your soils. See your fertilizer dealer or manufacturer. You will be surprised how little it costs to apply enough potash to insure good yields.

Write us for additional information and literature on how to fertilize your crops.



American Potash Institute, Inc.

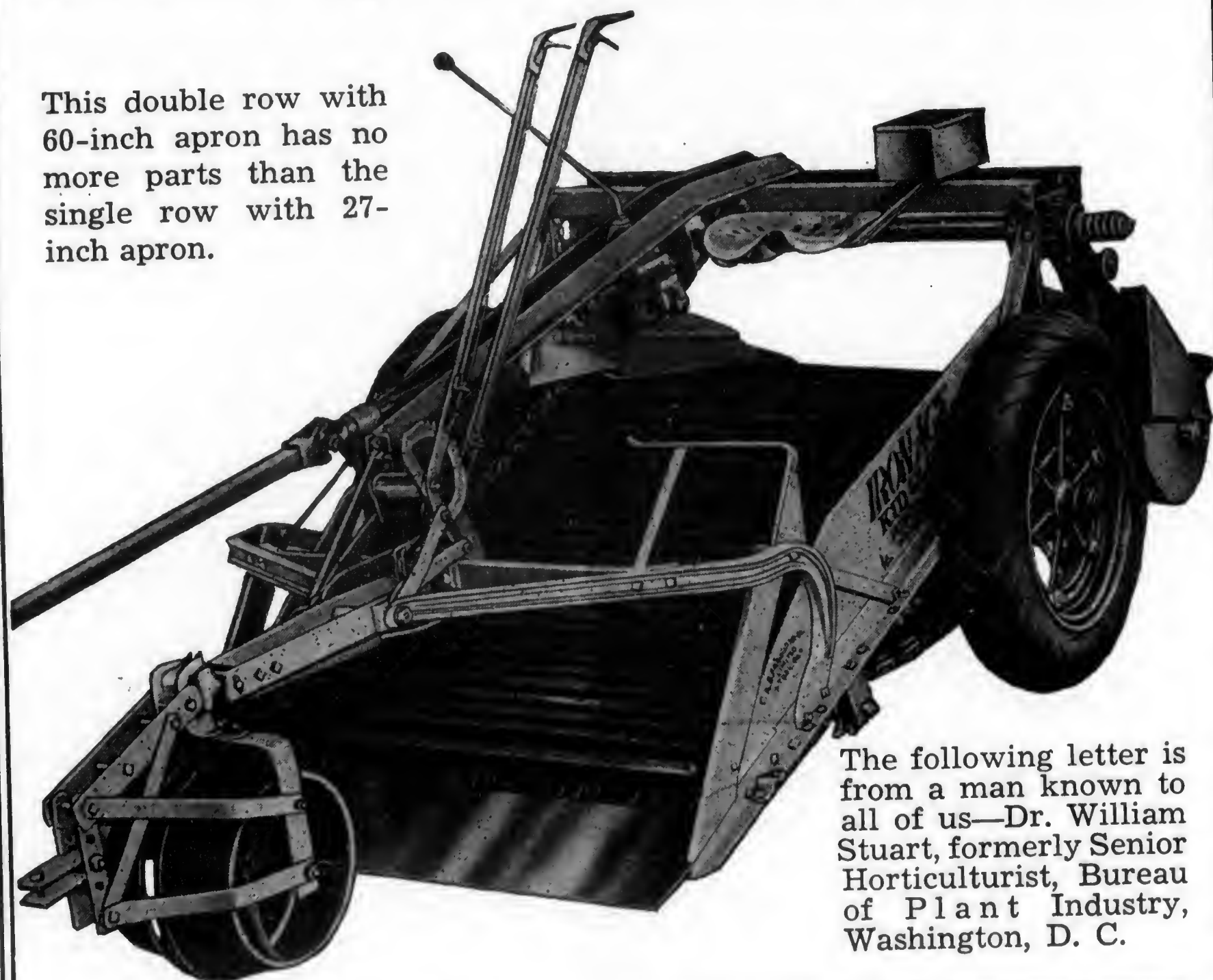
INVESTMENT BUILDING

WASHINGTON, D. C.

IRON AGE Kid Glove Digger

Simple as A. B. C. - Strong as the rock of Gibraltar - Effective as the Iron Age Planter

This double row with 60-inch apron has no more parts than the single row with 27-inch apron.



The following letter is from a man known to all of us—Dr. William Stuart, formerly Senior Horticulturist, Bureau of Plant Industry, Washington, D. C.

Cut Off, Louisiana,
May 14, 1938.

Send for the new Iron Age Kid Glove Digger Catalog, and become familiar with the digger "that's different" and prevents mechanical injury to potatoes.

"Your Single Row Iron Age Kid Glove Digger has proven entirely satisfactory in harvesting *partially immature* potatoes both last year and this one. The new 1938 digger is an improvement over your 1937 model in that it has a better braced framework.

"You may be interested to learn that a couple of New Iberia potato growers visited Clovelly Farms yesterday to see the diggers in operation and were enthusiastic over their performance. In fact, all who have seen the Kid Glove digger in operation have been pleased with its work."

WILLIAM STUART.

A. B. FARQUHAR CO., Limited

BOX 1230

YORK, PENNSYLVANIA.

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SCHOOL OF AGRICULTURE

AND EXPERIMENTAL STATION

THE PENNSYLVANIA STATE COLLEGE

THE GUIDE POST

POTATO GROWERS

VOLUME XV

NUMBER 9



SEPTEMBER • 1938

PUBLISHED BY THE
PENNSYLVANIA COOPERATIVE
POTATO GROWERS ASSOCIATION
INCORPORATED

When Potash Tells Its Story

Potatoes are nearing the end of the growing season. Did they get enough potash to turn out at digging time the yield you should get?

Potash is the most important plant food for keeping plants growing vigorously and manufacturing starches and sugars. It finishes out and shapes the tubers to meet the grading requirements for best prices. If during the growing season you have recognized potash-starvation symptoms—an unnatural, dark green color, crinkling and premature dying of the leaves—you may have the clue to your limited yield.

It is too late now to give this year's crop of potatoes the potash which they may have needed. However, profit by your observations and next year insure a good crop against potash deficiency by applying 200 pounds of K_2O per acre.

Consult your county agent or experiment station about the fertility of your soils. See your fertilizer dealer or manufacturer. You will be surprised how little it costs to apply enough potash to insure good yields.

Write us for additional information and literature on how to fertilize your crops.



American Potash Institute, Inc.

INVESTMENT BUILDING

WASHINGTON, D. C.

Where Do We Go From Here?

By Perrin C. Miller, executive vice president of Albert Miller & Co.,
carlot potato distributors, Chicago.

To those who feel that the fresh fruit and vegetable industry fully enjoys a state of economic health, these lines will have no appeal. To those who believe that it is in a hopeless state of chaotic functioning, these words will offer little hope. But to those who think there is a definite weakness in the present marketing system and that something can be done about it, a fundamental change in viewpoint may be worth consideration.

There are already many viewpoints. Some of them are receiving wide publicity. Some of them have merit. Some of them have very little. But the very fact that there are burning discussions on every hand is indicative of the fact that something is wrong. Some profess to know what it is and are very certain that they have the answer. Others are just as fully alive to the fact that there is a problem but are vainly trying to solve the puzzle.

It is human nature to view our problems **objectively**. We are struck by those situations which are most obvious. Being the most apparent they are the most logical. Frequently we work ourselves into a state of high blood pressure over them. It may even develop into a sort of monomania on one certain subject.

Some dwell on the transportation problem including the subject of high freight rates. Their favorite occupation is to lambast the railroads unmercifully. Their idea of a proper solution to the problem is to reduce rates substantially and let nature take its course. (Yet the trucker has been accused of breaking down price levels in terminal markets even where he transports **graded** produce because he works on too small a spread!) No thought is given to the basic reasons for high operating expenses of the carriers. On the other hand, recently, a group of executives representing many of the leading corporations which are vitally interested in **lower** freight rates voted unanimously for an increase to help the carriers. They preferred that to eventual government ownership. Yet it must be admitted that freight rates are a serious problem.

Others advance the idea that the chains have brought ruination to this industry. Legislation is demanded which

will, in effect, wipe them out. Yet it is pointed out that not many years back, shippers in the produce industry were complaining violently because the independent retailer was far too slow in marking down his prices after certain fruits and vegetables had gone through a severe market decline. They stated that, due to the lag in marking down prices, retailers were discouraging freer consumption. And then we have the recent government survey conducted abroad which, among other things, finally reports that consumer co-operatives have never been able to gain a real hold in this country on account of the chains!

Then there are some who maintain that this industry needs a vast advertising campaign. They propose various methods by which funds may be raised. They visualize the enormous gains to be attained through sheer advertising expenditure as a panacea. Yet no smart food-merchandising corporation would set forth on a campaign to increase its volume and broaden its distribution by any such method except as a part of a fully co-ordinated program that involved every phase of promotional activity.

Still another group attacks the problem at the point of production. Prosperity can be attained, it is claimed, by legislation and regulation. Cases are pointed out to prove the argument. Some sing the virtues of crop destruction, some support the idea of restriction of shipments through grades and some favor surplus commodity purchases by the government with the attendant diversion program. In answer to that another faction logically points out that in the last analysis the influence on future acreage especially in other sections must be considered. Supporting prices through these methods encourages continued or increased production. That, in turn, necessitates acreage control. And, in the meantime, the government prepares to open up thousands of acres of new land to irrigation and cultivation, is extending substantial credits for production purposes and is spending vast sums in showing growers how to attain increased yields on less acreage through better production methods!

A new group is beginning to put the blame on frosted foods. This group pro-

poses legislation with the idea of curbing the sale. Yet the frosted foods industry is a mere infant compared to what it will be unless the produce industry does a far different job of merchandising than it has ever done or even remotely conceived . . . with some notable exceptions. Actually the frosted food industry is demonstrating that well-planned merchandising can increase the sales of these products. In other lines, it so happens that competition increased total sales of certain products because increased educational activities expanded markets, reaching more and more consumers who had previously not bought in quantities. **Might it not be appropriate here to observe that more might be learned in studying the modern merchandising and advertising methods of frosted foods (or any foods outside of the fresh fruit and vegetable industry) than in devoting time and energy in trying to curb its activities?**

There is a certain degree of merit in the arguments of all of these groups. It is not my purpose to attempt to weigh them here. There is a much bigger job at hand! Too many of us are spending too much of our time wailing and gnashing our teeth. The usual approach to most of these problems is from the standpoint of doing something about the other fellow. **How about doing something about ourselves?**

Yes, we have our problems. Many of them. But there is, I believe, **one essential problem**. I feel that it completely overshadows all others. It is a problem that some of the thinking elements in the industry have been turning over in their minds more and more seriously. There are some who have realized it these many years. An extremely limited number have been shaping their businesses accordingly. But like the solution of all important problems it does not consist in selecting the easiest or most obvious approach.

Whether you realize it or not the general history of this industry parallels the history of other industries in at least one important respect . . . and then stops short.

We went through a period in this country (particularly the last half of the nineteenth century) when the primary concern of most corporations was to produce goods and more goods. The selling job was secondary. Hence there developed executives who were production-

minded, factory-minded, and finance-minded, in fact, anything but sales minded. This was a growing nation and the demand for most goods was substantially in excess of the supply being manufactured or produced.

Manufacture and production went merrily on into the 20th century. Early in the 1900s, however, a few smart executives in certain lines began to awaken to the fact that perhaps a little more emphasis should be laid on sales promotion including merchandising and advertising. Others rapidly followed the example. Many of those who did not went through a slow process of extermination and in some instances experienced sudden death. Factory production had over-shot itself!

Some executives were not mentally equipped to make the change. Where the board of directors happened to include some smart and influential men, out went the management. Certain corporations, both large and small, failed to adapt themselves to the new state of affairs. One of the giants of American industry has only recently completed its change after incurring losses running into eight figures!

The war lent a temporary stimulus again to production and finance. But the new day finally dawned. Selling was not considered as simply a phase of corporate activity. It was the essence! **And the path of progress, meanwhile, had been strewn with the wreckage of companies that had not possessed the intelligence to recognize their real problem . . . that of merchandising in the 20th century manner.**

In the food field a new development had taken place. The industry had, for the most part, been dealing in bulk commodities. Inordinate speculation, sharp practices and shrewd trading had been the order of the day. Merchandising and advertising were practically unknown terms. The speculator and the manipulator with the sharpest wits and the keenest gambling instinct was frequently accounted the greatest success.

As the 20th century progressed more and more products which had been sold in bulk went into consumer packages. Along with that trend the trade mark came into much widened use. The manufacturer felt the necessity of identifying his product for the benefit of the public and himself. He felt the need of closer

continuous contact with the consumer through the jobbing and retail trade. That often involved the building up of a sales organization which included "specialty men" who worked in the wholesale and retail field. Advertising was enlisted as a selling help and came into its own. New standards of service and quality were established. Not that less emphasis was given to production and finance but that more thought was devoted to merchandising and advertising. There came to be a new conception of the proper methods in promoting food sales. **Sharpshooters and speculators, traders and manipulators were replaced by sales managers, promotion managers, advertising managers.**

Now then, let's take a look at our own industry. Compare the set-up with that which exists elsewhere in the food field today. Does it strike you that there is anything missing?

The facts indicate that there is plenty missing. Go out and spend a week or a month or a year to study food merchandising as it is done in other lines. **Outside of isolated cases you will be struck by the fact that there is very little modern merchandising being done in our industry today.**

We may say that a comparison is unfair because we are dealing in perishables and that the problem is entirely different. Are we so sure that there is a difference? In other food lines years back the efforts of some of the more progressive companies were actually derided. They lived to see many of their less aggressive competitors collapse.

For years in this industry our minds have been devoted largely to the problems and processes of production. We have grown up in that channel of thought. In this respect we are no different than factors elsewhere in the food field in days gone by.

But does it make sense to think that this great fresh fruit and vegetable industry of ours is the only one that does not take advantage of known and proven principles of modern merchandising? Must we believe that the present method is essentially right because business has been conducted in that fashion for decades? **Does it make sense to think that all other foods can be merchandised in the modern manner except fresh fruits and vegetables?**

Where is the speculator of yesterday? I mean the simon-pure, dyed-in-the-wool speculator who operated as such. Many there were who developed sizeable businesses . . . and in a most respectable manner. In the early days of this industry (and the same applies to the rest of the food field) speculation was rife, it was "legitimate," and above all it was profitable. That is, it was profitable as long as the possibilities were there and a man's judgment remained keen enough to take advantage of them. Merchandising in its present sense was practically unknown. In the case of many commodities it was not even a profitable practice!

Look over the field today. As one man has put it, the speculator is rapidly eliminating himself. Not that a certain degree of speculation is avoidable in the handling of perishables. But it is possible to make it only incidental and not a major function and an all-consuming attribute of the business. **It is becoming more and more necessary for us to profit by our knowledge and to cease trying to thrive by our wits.**

Even the days of the "trader" seem numbered. We all like a good shrewd trader. Trading is still indispensable to the business process of our industry. It will always continue in some measure. But as the merchandising idea develops trading will cease to be a fundamental idea of operation and meanwhile unessential speculation can be expected to pass on. Trading and speculation will have lived useful lives and served a purpose. The Produce Trade will become the Produce Industry . . . in a real and modern sense.

Let me remind you again I am referring to speculation and trading as a primary occupation. There will be an essential residue of both still left. Furthermore we cannot expect any industry to go through too violent a change within a short period of time.

When it hurts, none of us likes to hear the truth. **But the truth is that, in its merchandising aspects, the Produce Industry is the backward child of the food distribution system.** The specific exceptions are comparatively few. There is no broad and intelligent conception of this tremendous merchandising problem on the part of our industry to the extent that it dwarfs all other problems. I think that it should.

(Continued on page 6)

THE GUIDE POST

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DAYS OF SEPTEMBER

The time of the harvest approaches,
Of garnering all through the land,
And even close round the homestead
A small harvest comes to the land.

While the squirrel is busy with nutting,
And all are preparing for fall,
In the garden the seed pods hang heavy,
From plant, bush and vine on the wall.

Editorial

Through the courtesy of Mr. Perrin C. Miller, executive Vice-President of Albert Miller Company, carlot potato distributors, Chicago, Illinois, we are reprinting in this issue of the GUIDE POST his splendid article, "Where De We Go From Here?" which appeared in a recent issue of the Packer and which has been acclaimed throughout the Fruit and Vegetable industry.

This article contains some real food for thought on the merchandising of fruits and vegetables, and we are proud of the permission to use it. We are also proud that the solutions to the problems of the fruit and vegetable industry, as given by Mr. Miller, parallel the fundamentals of our own marketing program. We are assured that both Mr. Miller and this organization are on the right track.

We regret that the limited space of the GUIDE POST makes it impossible to print this article in full in the current issue. The conclusion will appear in the October issue.

WHERE DO WE GO FROM HERE?

(Continued from page 5)

This gigantic industry has, through sheer irrepressible vitality grown into one of the greatest . . . in point of volume. In this it has been aided by progressive farming, efficient transportation and millions of dollars worth of free publicity. The vast army of retailers throughout the country have given much of their valuable display space as well as their time and energy to the selling of fresh fruits and vegetables . . . but not because of organized efforts on the part of the industry itself. The consumer has consumed in great quantities . . . but not because of any great organized promotional program. **We are merely supplying an existing demand . . . not promoting increased sales through planned effort.** The industry has grown up more or less like Topsy.

What is meant by food merchandising? Merchandising isn't just selling. It isn't just advertising. It doesn't consist in simply doing haphazard and superficial promotional work. It isn't dependent upon getting a lot of free publicity regardless of how well it may be presented.

Merchandising doesn't consist of a shipper putting in long distance sales phone, a teletype, making a flying trip around the country, running an ad in the trade paper and sending out a flock of circulars. It doesn't necessarily involve a broker acquiring merchandise and extending credit in order to preserve his legitimate business. It doesn't comprise a jobber working an organization of salesmen who are not much better than order takers. It doesn't embrace the retailer who may indifferently dis-

(Continued on page 26)

Marketing Pennsylvania Quality Potatoes for Profit and Lasting Satisfaction

By S. R. POOLE

Marketing Specialist, Department of Potato Interests

The actual loss in potatoes caused by mechanically damaged potatoes as a result of careless, inefficient or improper handling, all along the channels of trade, down to the consumer, runs into millions of dollars each year. It is only reasonable to believe that many of our growers share heavily in this tremendous loss.

Nature itself has taught us that we must use the best practices and painstaking methods possible in caring for the growing potato plant if we are to expect a yield that will net us returns equal to or better than the cost of production. Most growers develop a sense of pride in caring for and seeing the potato vines grow. But, too many growers lose sight of the fact that the potatoes grown on the vines should be followed through with the same painstaking care that was given the growing potato.

The successful grower after he has made the crop, follows through with care and such precaution in handling his potatoes as are incident to successful marketing.

* * *

Records covering the inspection of a number of potato crops during the past season show mechanical damage as being the most serious grade defect. Results show from 5 to 30% , with an average of from 15 to 20% cuts and bruises. This might be well marked up on the ledger as a total loss.

A potato grower would not deliberately throw away 15 to 20% of his crop yet many do actually throw away that much of their crop each year before their potatoes reach the consumer.

Checking back on observations and notes of inspections made the past season we find the most outstanding causes of mechanical damages were: cuts and bruises caused by improper adjustment of digger; careless handling of potatoes in transporting from field to storage or packing shed; cuts from forks in lifting

onto grader; dropping on floor of bins or storage when emptying crates or bags; tramping on potatoes by workmen when hauling or piling in bins; overcrowding grader, and potatoes dropping from grader into bags that rest on either wooden or concrete floor.

Remember that many bruises not apparent at digging time show up later in storage.

* * *

When you start harvesting do not allow pickers to throw potatoes into picking baskets. Freshly dug potatoes are brittle and will bruise easily when thrown against sides of basket or on top of other potatoes.

Do not fill crates too full when hauling from field or stacking on floor of warehouse, barn or storage.

In filling burlap sacks do not bounce sacks up and down to settle potatoes. The same results may be obtained by grasping the top of the sack with a twisting motion from side to side and bruising will be minimized. Once the bags are filled they should be handled as gently as possible. Do not drop bags from a standing position to floor and do not drop from wagon or truck to floor as is done by many growers. This manner of handling potatoes, alone results in an inconceivable amount of potatoes being either crushed or shatter-bruised to the extent that they are either damaged beyond market value or they are in such condition as will make them subject to rapid decay.

Do not expose freshly dug potatoes to the hot sun any longer than is absolutely necessary. Already Pennsylvania potatoes are going on the market showing considerable decay as a result of scald. Remember that scald does not always appear as large depressed areas as is generally believed by most growers. It may appear as slightly bleached areas with a very irregular lobed margin of a darker metallic color. The inside tissue becomes somewhat soft, watery and

only slightly discolored or not discolored at all. After the potatoes are injured it may be several days before the symptoms appear.

* * *

If you have areas in your field in which the potatoes have been injured in any way these areas should be harvested first and stored separately from the better potatoes.

When storing in cellar do not drop potatoes through top of cellar and allow to fall several feet to a concrete or even a ground floor. A chute (trough) or a conveyor of some type should be provided to ease the fall of the potato. If it becomes necessary to walk on the potatoes when in piles, sacks partially filled with straw can be used to step on.

Grading before placing in storage has proven profitable to many growers. If grading for storage, grade out all potatoes that are badly bruised, all large cuts and especially those that do not appear to be starching over well and all that show any symptoms of decay.

* * *

Once your machinery is set up for grading of packages for market your task has just begun because herein lies the success or failure of your entire marketing program. Herein may rest the balance indicting your profit or loss for the year's farming operation.

Check your grader for accuracy in sizing, see that your minimum size is in line with the requirements for your respective grades. Check your "seconds" (size B, $1\frac{1}{2}$ to 2 inches) to see that your first grade is not passing into this grade. Actual checks on sizers made last season showed some graders allowing as much as 30% of the U. S. No. 1 size to pass into the "seconds." This is too great a loss to go unheeded.

Do not overload sizer by trying to rush more potatoes over the machine than it is made to handle. To do so will result in cut potatoes with most sizers, and inconsistent sizing of all grades. It will also make it impossible to do a good job of grading.

Check your scales for accuracy. See that they break easy, with as free motion as is possible for the type of scale. Weigh a peck, bushel bag or some given amount of potatoes on your scales. Take the bag to your nearby grocer or express

company scales and check the weight against your scale. Check your scale often to see that constant use and jarring does not shift the weight marker on the scale. Remember that if your scale is not accurate you may be either giving away several bushels of potatoes every day you operate or you are sending out packages that are short in weight.

* * *

Once your grading operation is well underway study your crew. Place each man where he is best suited. One slow man in the wrong place will slow up the entire operation. Remember the importance of proper grading in placing your crew. You need accuracy and diligence on your grader and you must have speed and precision in filling, weighing and tying the bags. The cost of your operation is going to depend upon the efficiency of your entire crew.

* * *

To assure yourself of the grade you are packing do not depend on the general appearance of the potatoes as they pass over the machine to give you an accurate idea of the grade. If so, you will always be wrong. To determine your grade most accurately weigh out some given amount of potatoes after they have passed over the grader, viz: 15, 20 or 25 pounds; make at least a casual examination of each potato. This may be done with speed and yet done accurately. Determine the amount of damage, if any, to each potato, then arrive at your percentage of defects. Do this as often as you feel it is necessary to assure you that you are meeting the requirements of the grade.

Keep all leaves, vines and other foreign matter from passing into the package. When foreign matter is found in the package it is an indication to the buyer that the packer is also inconsistent with his grading.

Grading experts say never hesitate in making a decision as to whether or not a potato is defective to the extent that it is a cull. While you are making up your mind one or two rotten potatoes may pass into the package. "When in doubt, throw the potato out."

* * *

In following through the marketing of potatoes in trademarked consumer
(Continued on page 21)

The Dedication of "Camp Potato"

August seventeenth is a day which will long be remembered by Pennsylvania Potato Growers, their friends and their many cooperators. For it was the day when they saw "Camp Potato" built by their volunteer efforts—a reality, saw Judge Robert R. Lewis, of Coudersport, turn over to the Association the deeds to the land upon which it stands, when they received the compliments of Secretary

of Agriculture, J. Hansell French, and Dean R. L. Watts, of State College, a day when they witnessed the assembling of the Association Keystone Trade-mark in symbolic drama and the capping of it over the mantle of "Camp Potato," and when they paid tribute to the man behind the industry, Dr. E. L. Nixon.

It was a mighty impressive ceremony which dedicated "Camp Potato," and it



Photo of the exterior of "Camp Potato," showing the great proportions of the building in relation to the automobiles and people.

saw growers, friends, supporters, officials and buyers, all alike, in harmonious unity for the mutual good of the potato industry.

Hon. J. Hansell French, Secretary of Agriculture, introduced by the Chairman, President Walter S. Bishop, as the first speaker, praised the Association membership for its accomplishment and pledged the continued vigorous support of his Department to the future success of the industry.

Dean R. L. Watts, Dean of the School of Agriculture and Experiment Station, of the Pennsylvania State College, then

gave his reaction to the proportions of the project planned for "Camp Potato" in a brief but interesting talk.

H. C. Fetterolf, Chief of the Department of Agricultural Education, who had been expected to appear on the program, was unable to attend, so in his place, President Bishop called upon E. B. Harshaw, of Grove City, Chairman of the Agricultural Committee of the Pennsylvania Banker's Association, who responded enthusiastically to the Association activity and extended his congratulations.

In a most interesting talk followed



A portion of "Camp Potato's" interior and a small part of the group witnessing the dedication exercises.



A few of the dignitaries at the "Camp Potato" dedication. From left to right (standing) E. B. Harshaw, Dr. E. L. Nixon, A. C. Ramseyer, John F. Allison, and L. T. Denniston (seated) E. B. Bower, Walter S. Bishop and last but not least, Hon. J. Hansell French.

Hon. Robert R. Lewis, President Judge, 55th Judicial District, Coudersport, presented to the Association deeds to the three tracts of land which make up the "Camp Potato" property. Two of these tracts of land were the gift of A. C. Ramseyer, well known good friend and member of the Association, of Smithville, Ohio, consisting of 113 and 60 acres respectively. The third tract, of 98 acres, was given the Association by Judge and Mrs. Lewis. These three tracts of land total the "Camp Potato" estimate of 271 acres, on top of the Allegheny Mountains. The fact that Mr. Ramseyer and the Lewis' made them available to the Association nearly ten years ago, was the beginning of the plans for the "Camp Potato" project. Without them, the camp would yet be a dream.

S. H. Worthington, of near Coudersport, who owns lands adjoining the "Camp Potato" property, donated a spring of pure, sparkling water to the camp, but when called upon at the dedication was not present.

The ceremony of Capping the Keystone proved of extreme interest to the dedication crowd. The Trade-Mark, in



Dr. E. L. Nixon addressing the dedication meeting.



Judge Robert R. Lewis, of Coudersport, Penna., giving over to President Walter S. Bishop the deeds to the "Camp Potato" lands.



Dr. E. L. Nixon, Hon. J. Hansell French, Hon. John Stone, and Dean R. L. Watts at the Summer Field Meeting, at Coudersport, Penna. Looks like Nixon is teacher of this class.



A group of the early arrivals at the Summer Field Meeting at Coudersport, inspecting Nixon's seedlings growing in Potter County.

its various sections, was assembled by John F. Allison, Assistant Project Director, the National Youth Administration, whose project it was to construct, assisted by the Directors of the Association. General Manager, E. B. Bower acted in this ceremony in the place of Director Robert Wigton, whose illness made it impossible for him to attend. Piece by piece, the Keystone was erected in its permanent place on the "Camp Potato" mantle, with E. B. Bower representing the South-central part of the State, Evan D. Lewis the Southwestern, J. A. Donaldson, the Western-central section, J. C. McClurg, the Northwestern, John B. Schrack the Central, Ed Fisher, the North Central, L. O. Thompson, the Southeastern, P. D. Frantz, the Northeastern section, and Walter S. Bishop, the East-central section.

The following friends and cooperators were introduced by Chairman Bishop to the gathering: Hon. John Stone, former member of the House of Representatives, banker and farmer; Henry Staiger, Supervisor of Vocational Agriculture in Potter County, who has given unlimited support to the "Camp Potato" project; H. L. Borden, Forest Supervisor, U. S. Forest Service, who recommended to the Federal Government that CCC Camp F-10 be turned over to the Association for the building of our camp; W. J. Elliott, Assistant to Mr. Borden in the Forest Service; L. T. Denniston, Director of the Division of Potato Interests and S. R. Poole, Senior Marketing Specialist of Potato Interests, both of whom have given our program in general untiring cooperation; Thos. Denniston, well known grower of Slippery Rock, Butler County, who donated to the Association the huge fireplace in the assembly room of "Camp Potato"; and D. M. James, in charge of Fruit and Vegetable Marketing, the Pennsylvania Bureau of Markets, who has trained hundreds of Association men for potato inspection work and has given grading and inspection assistance for the past two years in all parts of the State.

The Association Directors in attendance, as follows, were also introduced: J. C. McClurg, J. A. Donaldson, Vice-President, Evan D. Lewis, J. B. Schrack, P. D. Frantz, L. O. Thompson, and Ed Fisher. These men, together with President Bishop and Mr. Wigton, have worked, frequently under handicap, with all their energy, for the best interests of the membership.



Dr. E. L. Nixon taking steps in wet cement thus leaving his foot-prints for posterity.

H. D. Williamson, of the Produce Department of the American Stores Company, Philadelphia, Penna., and C. W. Waddington, Divisional Manager, the Atlantic Commission Company, Philadelphia, Penna., were introduced as two of the Association's finest supporters in the marketing program. Two Potter County bankers, too, played a great part in boosting the marketing program and the camp in their county. They too were called: John S. Gault, of Coudersport, and Theo. S. Borden, of Ulysses, Penna.

Had time permitted, recognition of their attendance would have been given a score or more other splendid coopera-

(Continued on page 22)

The Market Outlook by the "Observer"

On August first the Federal-State Crop Reporting Service stated "Indications point to a potato crop of 385,515,000 bushels—2 percent smaller than the 1937 production of 393,289,000 bushels.

During the next few weeks, however, potatoes must pass through a critical growing period. Heavy rainfall in the New England States, New York and New Jersey and Pennsylvania during July has not been favorable for potatoes. Many fields are infected with late blight and continued wet weather would be conducive to the development of the disease on an epidemic basis.

Weather conditions during July were very unfavorable to the development of the NEW ENGLAND potato crop. Rainfall has been heavy to excessive in most parts. Limited areas of potatoes and other crops in southern New England have been entirely drowned out. Conditions on August 1 were entirely favorable to a widespread development of late blight and late blight rot. Extremely heavy rainfall (three times normal) was mostly confined to an area within about seventy-five to one hundred miles of Boston, although rainfall at points in southeastern Massachusetts and Rhode Island was quite light. In the Boston area heavy rains were almost continuous from July 18 to July 24. The Connecticut Valley, about Hartford, should also be included in this area. June rainfall was also considerably above normal in southern New England. In Aroostook County, rainfall was not so burdensome as in southern New England but was far too heavy to be favorable for potato production."

Since the time of the above release, weather conditions have continued generally unfavorable in the northeastern States. Continuous heavy rains and hot weather are rapidly spreading blight in Maine. Some reports are now listing the Maine crop cut as much as a third, with more conservative estimates of a 20% cut in yield. This would further reduce the Maine crop to around 35,000,000 bushels. Heavy blight in eastern Pennsylvania and scattered throughout the rest of the State, in a less serious degree, will no doubt reduce the crop in this State to a final figure of not over 20,000,000 bushels, with a smaller figure not improbable. Reductions in North Dakota, Minnesota, Nebraska and Colorado

seem probable because of hot dry weather in these States. It does not seem improbable that unless very favorable conditions develop to improve the late growing condition of crops in sections not damaged by blight or heat, that the October estimate for the U. S. may be as low as 360,000,000 bushels.

This probable shortage of late potatoes has not yet been reflected in the current market. The New Jersey Cobblers are only about one-third moved with carlot shipments about 25% under last year. Long Island sales have been light with only slightly over half as many cars shipped as last year to the same time. The early crop in eastern and south-central Pennsylvania has been moving slowly to market with many growers refusing to sell at present low prices.

It seems probable that the market will continue weak or only slightly improved until such time as the "must sell," early-crop tubers clean up. Although carlot shipments have not been excessive from any section, the markets have been well supplied with truck supplies from local production areas. When the Fall crop is completely harvested and largely stored in the hands of growers who can wait for a price equal to or better than the cost of production, which should be by the latter part of October or early November, the potato market may be expected to take a considerable turn for the better.



These trucks are carrying Nittany potatoes to the Vogel and Nissley warehouse at Lancaster, Penna., where they are packed in the Association Blue Label Fifteens. The Vogel and Nissley warehouse has a capacity of 1000 packs per hour.

Methods of Building Potato Storage Cellars

By G. B. HANSON

Agricultural Engineer, Portland Cement Association

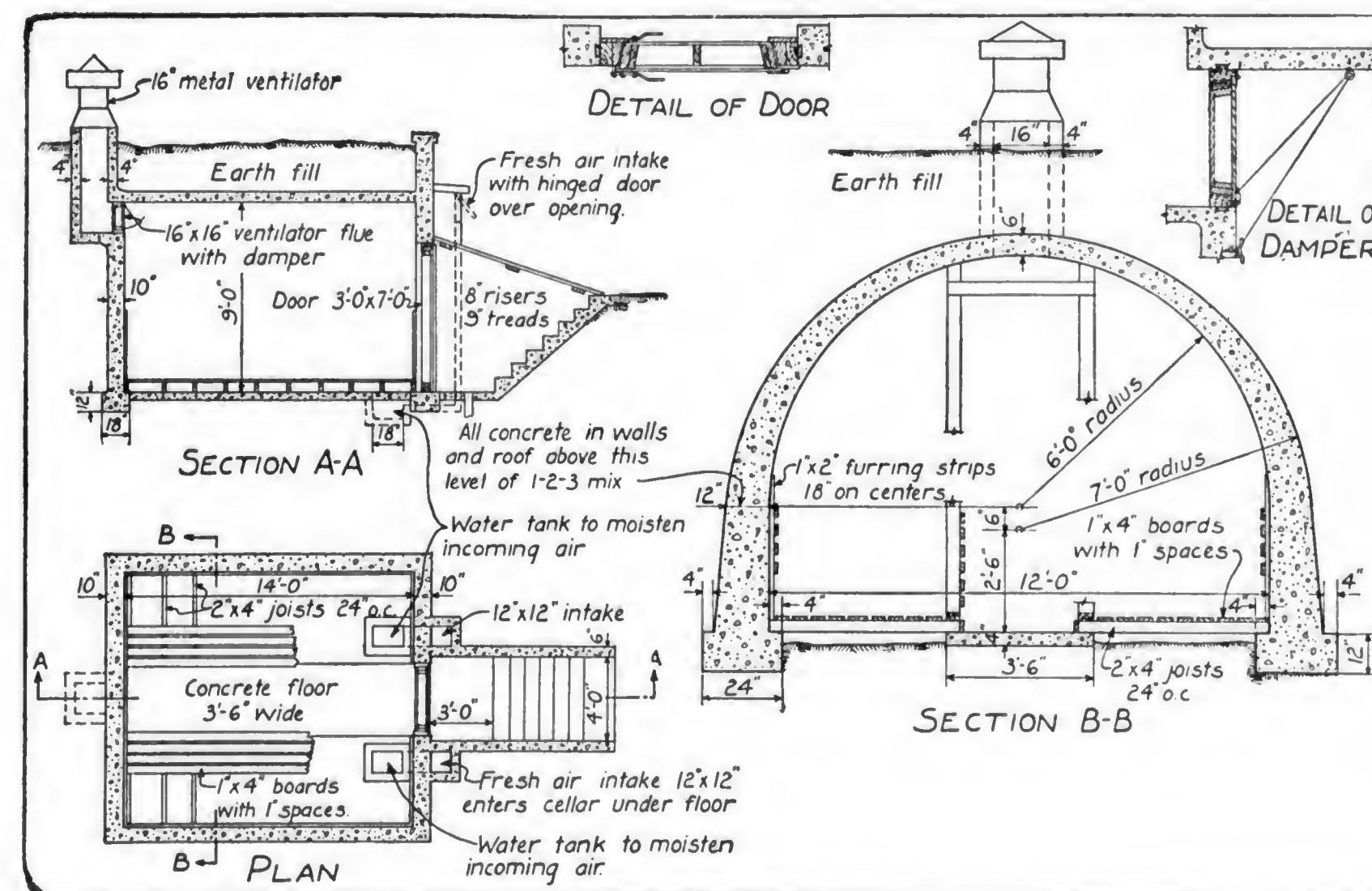
Potato storage cellars of reinforced concrete provide the insulation of the age-old earth cellars with the added advantages of permanence, cleanliness, fire safety and controlled humidity.

Records showing the amount of shrinkage in potatoes stored under various conditions prove the need for providing accurate control of humidity as well as temperature in potato storages.

The Maine Extension Service points

out in a recent bulletin that maintenance of a high relative humidity may decrease normal shrinkage by one-half, whereas extra low humidity may increase normal shrinkage one-half.

A relative humidity of 90 per cent is desirable. (Air containing as much water vapor as it can hold at a given temperature has a relative humidity of 100 per cent.) At 90 per cent, the air is sufficiently humid to conserve the moisture



Plans for a small arched roof storage cellar.

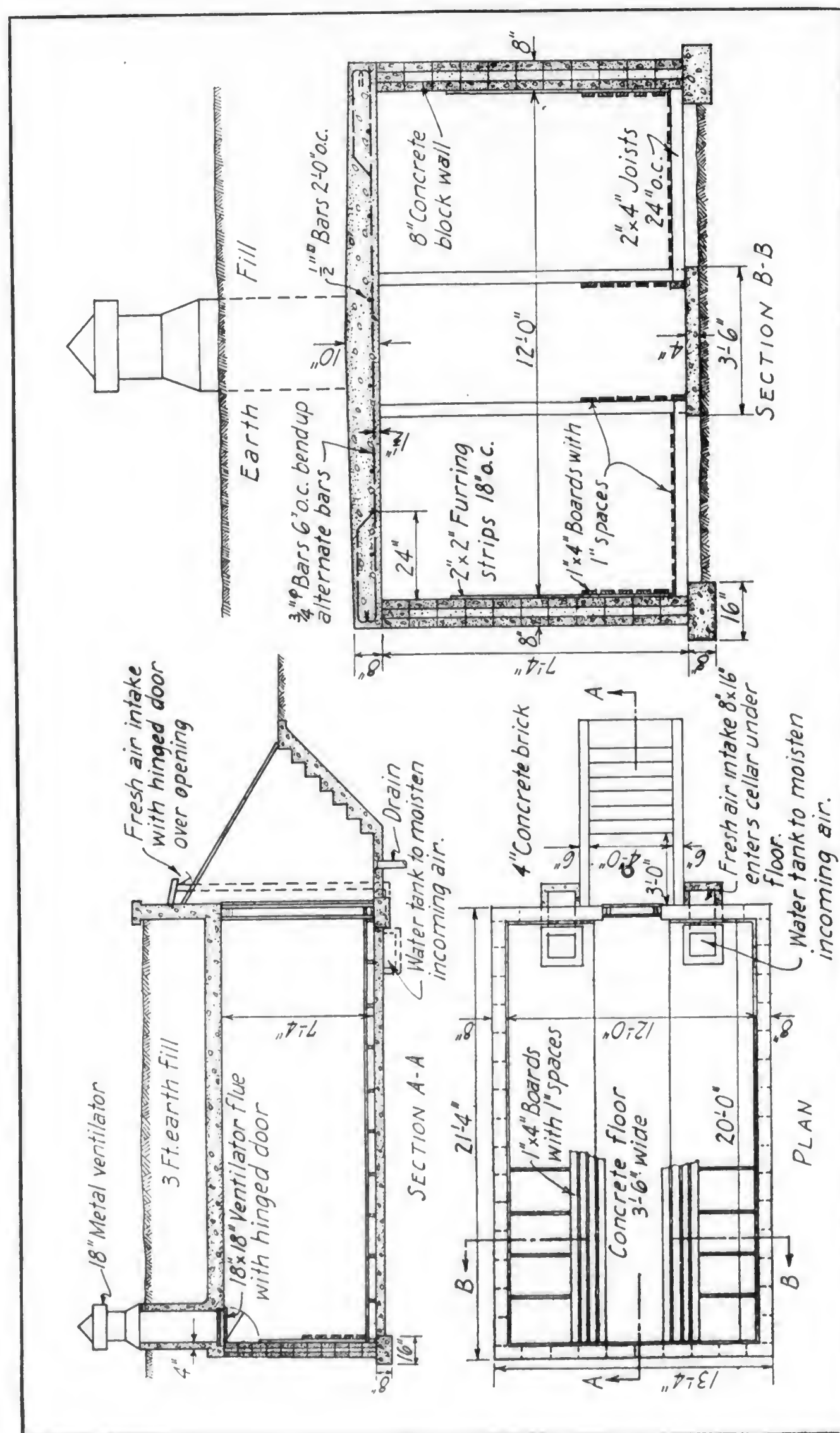
in the potatoes, and prevent undue loss in size and weight.

But the difference between air conditions inside the potato storage—40 degrees with 90 per cent humidity—and the varying temperature of air outside sets up a tendency for moisture to condense in above ground storage houses. This makes it necessary to provide insulation.

The cellar storage—the original and still most popular type of farm storage—has important natural advantages in this respect. With its customary earth

floor and complete surrounding of earth sides and top, the underground storage takes advantage of the comparatively constant temperature below the surface of the ground and the natural moisture in the earth. The earth itself acts as temperature insulation besides helping prevent escape of moisture.

Because damp earth causes less permanent materials to decay and fail, it is advisable to use concrete in constructing an underground storage. Concrete, properly made, has the strength required to carry the weight of the earth cover-



Plans for a small flat roof storage cellar.

(Continued on page 22)

POTATO CHIPS

The movement of "Blue Labels" to market via truck and carload has started earlier this year than formerly and foretells a greatly increased volume of "honestly-packed Pennsylvania spuds the way the consumer likes 'em" during the present season.

★ ★ ★

The first Inspector's Training School held on July 27th at the farm of Amos Eberly at New Holland was well attended by growers, shippers and prospective inspectors. Don James emphasized the fact that greater care than usual must be exercised in packing this season because of the blight rot showing up in many fields. The second school will have been held before this is read, at Neffs. Watch the "Guide Post" and local newspapers for dates of later schools. They will be held in all important potato sections of the State.

★ ★ ★

Heard estimates all the way from 1000 to 1500 of the attendance at the dedication of Camp Potato. Didn't count noses myself but can vouch for the fact that the affair was one of the most inspiring agricultural events in the history of the State, and thoroughly enjoyed by everyone there—be it 1000 or 1500.

★ ★ ★

Dean R. L. Watts spoke in his usual interesting manner interspersing potatoes with fish and cabbage. His suggestion for the establishing of "Camp Cabbage" deserves further consideration by our colleagues, the cabbage growers.

★ ★ ★

'Tisn't very often that Doc. Nixon won't talk but believe it or not, he kept his tongue in his cheek at Coudersport. You guessed it, he had a bad case of tonsillitis and the oratory was handled by Secretary French, Dean Watts and Judge Lewis, with Walter Bishop acting as Master of Ceremonies.

★ ★ ★

A large potato buyer was recently heard to say that he had bought his supply for the week by practically robbing the farmer. It is almost unbelievable that in this enlightened age of daily market reports by radio, in the press and by mail on request that some farmers will still sell, not only below the cost of

production but also below the current and prevailing market quotations. We will always have "gyp" buyers in our midst as long as we are foolish enough to let them steal our spuds.

★ ★ ★

The "Life" magazine gave favorable comment on the cooperative movement in its July 11th issue. Part of the caption explaining pictures of Swedish cooperatives stated "when in the early 20th Century, Swedish Big Business moved to concentrate its wealth and grab more profits, these ordinary citizens banded together in cooperatives that produce goods for use instead of profit!"

★ ★ ★

All reports from northeastern States including New England, New York, Pennsylvania and Ohio indicate that potato yields may be greatly reduced from early estimates. Excessive rains, hot humid weather and accompanying blight infestations seem to have been general throughout these important potato producing States. Will history repeat itself? Looking back to heavy blight years, we note that almost always high prices have resulted before Spring of the following year.

★ ★ ★

Was particularly interested to note the 1938 results from Nittany, planted heavily in Pennsylvania this Spring. The crop is now dug and receives nearly 100% favorable comment as to yield, appearance and cooking quality. This variety will probably replace the Cobbler, which it seems to out-rank both in yield and in market value.

★ ★ ★

Saw a field of Russets about the middle of August with as rank a vine growth as you ever see, but completely rotted off at the ground from excessive moisture. This field was planted in early May and should have yielded 500 to 600 bushels under normal conditions. Typical of Russets, which make their crop late, the field has a heavy set of tubers but only as big as walnuts. The more we see of the Russet the less we think of it.

"BILL SHAKESPEAR"

★ ★ ★

Readers! Patronize your Advertisers.

Potter County Friends Give \$1000 to "Camp Potato"

In wholehearted support of the Association's "Camp Potato" project, Potter County business men, friends and growers raised \$1,000 in Potter County to very materially assist in the erection of "Camp Potato."

The Association is deeply grateful to the contributors of this genuine gift, and to Mr. John C. Gault, Cashier, the First National Bank of Coudersport, Pennsylvania, for soliciting subscriptions toward this donation, collecting them and turning over the full subscription to the Association.

For this enthusiastic support, we wish to thank the following contributors:

ROULETTE, PA.

Jesse Falk	\$ 2.00
Harold Burt	2.00
Barr Hardware Co.	2.00
B. A. Schiebner	2.00
Caspersen Clothing Co.	2.00
C. A. Samson	2.00
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L. H. Barr	2.00

GENESEE, PA.

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(Continued on page 20)

OVER THE PICKING TABLE

by INSPECTOR THROWOUT

The potato grower who attempts to do something and fails is infinitely better than the one who tries to do nothing and succeeds.

* * *

The less people speak of their greatness the more we think of it.—Bacon.

* * *

Has he gone,
Is he went;
Has he left we all alone.
Us can never go to he,
Him can never come to we,
It cannot was.

* * *

"You know," said the woman whose motorcar had run down a man, "you must have been walking very carelessly. I am a very careful driver. I have been driving a car for seven years."

"Lady, you have nothing on me. I have been walking for fifty-four years."

* * *

Son: "Daddy, what is a bigamist?"

Father: "A bigamist, sonny, is a man who makes the same mistake twice."

* * *

God made woman after man and she has been after him ever since.—*First Chapter Facts, Third Verse.*

* * *

The Girl: "Did I ever show you where I was tattooed?"

The Boy: "No."

The Girl: "Well, we can drive around that way."

* * *

It's what we learn after we think we know it all that counts.

* * *

The first and best victory is to conquer self; to be conquered by self is, of all things, the most shameful and vile.—*Plato.*

There cannot be any ideal national life unless we as individuals have less high life and more home life.

* * *

You are going to get what's coming to you. Doctors may delay it, and ministers may sooth you, but you can't escape it.

* * *

"I hope you are not afraid of microbes," apologized the paying-teller as he cashed the W.P.A. worker's check with soiled currency.

"Don't worry," said the worker, "a microbe couldn't live on my salary."

* * *

Teacher: "And now, who can tell why we should always be neat and clean?"

Little Lizzie: "In case of accident, ma'am."

* * *

A girl with pretty teeth will smile at anything.

* * *

There are a thousand things in life worth living for. One is wine, one is song and the other 998 are women.

* * *

There are a lot of towns that don't bury their dead. They let them hang around on the street corners.

* * *

It is a boy's ambition to throw curves and a girl's to grow them.

* * *

The first fellow who should be jailed for carrying concealed deadly weapons are those going around with "hammers."

* * *

According to a newspaper item, the senior girls of Illinois University have adopted a class dress, consisting of white Panama hat with blue ribbons. All right—but isn't it rather chilly?

* * *

Don't knock—Smile. Pass it along.

POTTER COUNTY FRIENDS GIVE \$1000 TO "CAMP POTATO"

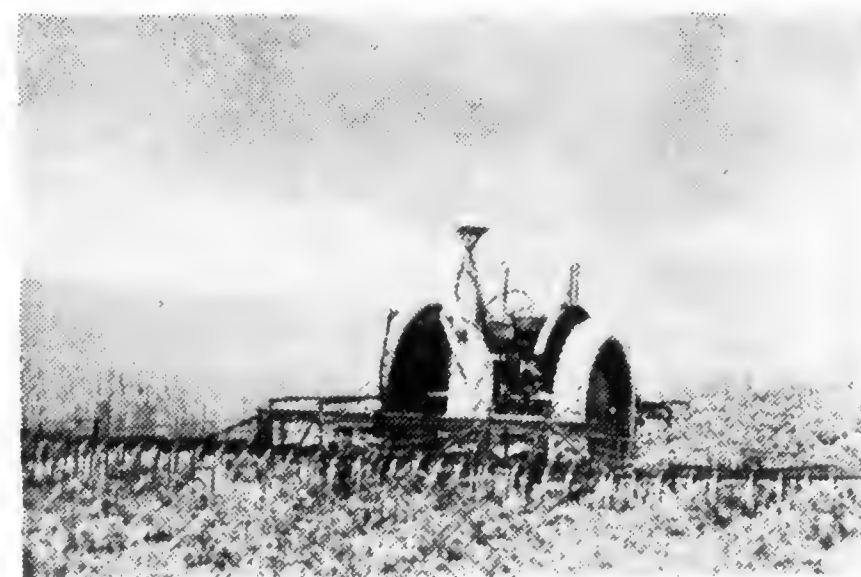
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Easton-Fee Chev. Co.	5.00
Checkerboard Feed Store	10.00
G. J. Phuntner	10.00
First National Bank	10.00
Old Hickory Tavern	10.00
Alice G. Hoover	5.00



The younger Mr. Liebensperger, son of Mr. A. P. Liebensperger, of near Germansville, Penna., driving a weeder which cultivates eight 32" rows of potatoes at one trip. The rig is 21' 2" wide and its minimum run is 20-25 acres. When potatoes are small it has been known to cover as many as 40 acres a day. The two wings fold around to the back and hang on brackets and, thus, the width is 11' and will pass over bridges, down any road, through almost any gate.

MARKETING PENNSYLVANIA QUALITY POTATOES

(Continued from page 8)

packages, many factors are observed that point to successful marketing.

1st. The mere fact that the bags are paper suggests careful handling resulting in practically no bruising to the potatoes, yet, it has been clearly demonstrated that paper will stand all necessary handling in merchandising. It suggests to those handling the bag the fact that they are handling a food product rather than a non-perishable or a non-edible product. It also suggests cleanliness to all those handling the bag, from the grower to the consumer's kitchen.

2nd. Actual tests show 20% less shrinkage in paper than in burlap.

3rd. The package is attractive to the trade.

4th. The paper package suggests quality, as represented by the grower, passing into the hands of the consumer.

5th. The packing in consumer packages demonstrates that there are necessary operations in the merchandising of a food product that to some appears as unnecessary or extra labor cost. And the successful grower is becoming conscious of the fact that future modern merchandising methods may require that his product be packaged according to the wishes and desires of the consuming public.

6th. And most of all, because of the attractiveness; the necessary precautions in handling the package and the fact that the grower realizes that his integrity is being reflected through this package directly to the consuming public a peculiar sense of pride is developed by the grower that raises his morale to the point that he is proud to be an integral part of an outstanding industry.

* * *

If you are a small grower and do not have the modern equipment for packing in paper you can easily set up temporary equipment for this purpose. Take one joint of 7-inch stovepipe, cut in half, then cut four slits in one end of each pipe equal distance apart. Place pipe inside of frame used for holding burlap bags; fold over frame. This may be done without leaving sharp edges exposed that might cut potatoes. If packing pecks place a bushel crate under pipe or build

Whiterock Pulverized Limestone



The Key That Unlocks the Soil,
and Makes Fall Crops and the
Growing of Legumes Profitable.

also

TRY WHITEROCK
AGRICULTURAL
LIME

WHITEROCK QUARRIES
BELLEFONTE, PENNA.

up to sufficient height to hold bags on pipes. You will also find this equipment efficient in filling bushel bags, at least until you can secure the more modern equipment.

* * *

Paper bags will crimp and tie much easier if left overnight in cellar or some place where they will accumulate a small amount of moisture.

In tying paper bags two full turns of the twister is sufficient to hold bags closed. The bags then may be opened for inspection without breaking tie-wire. Too many turns may break tie-wire and in some cases cut bag.

In stacking filled bags, when possible, stack along wall. Place bags in alternate layers, viz: place first layer with tied ends next to wall, place second layer with tied ends from wall. First layer should be placed at least four inches from wall so that a stack can lean toward wall.

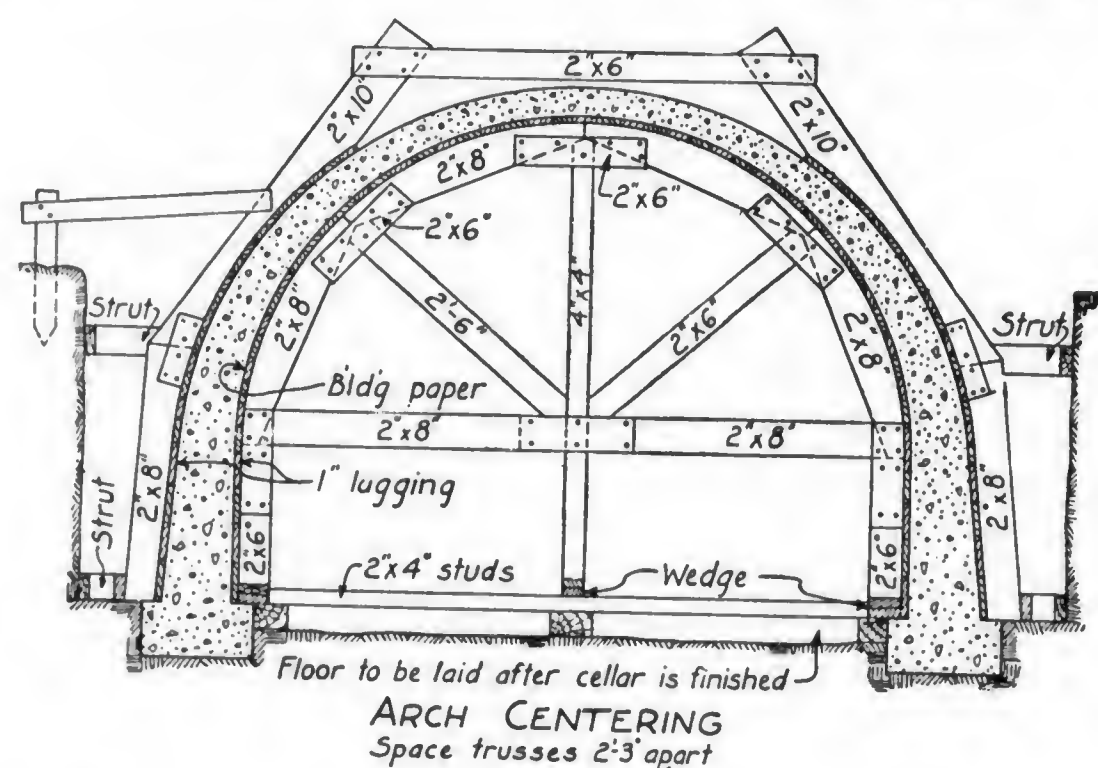
In weighing paper bags, tack small strips of wood on floor of scales, the width of bags, this will enable bags to stand on scales.

METHODS OF BUILDING POTATO STORAGE CELLARS

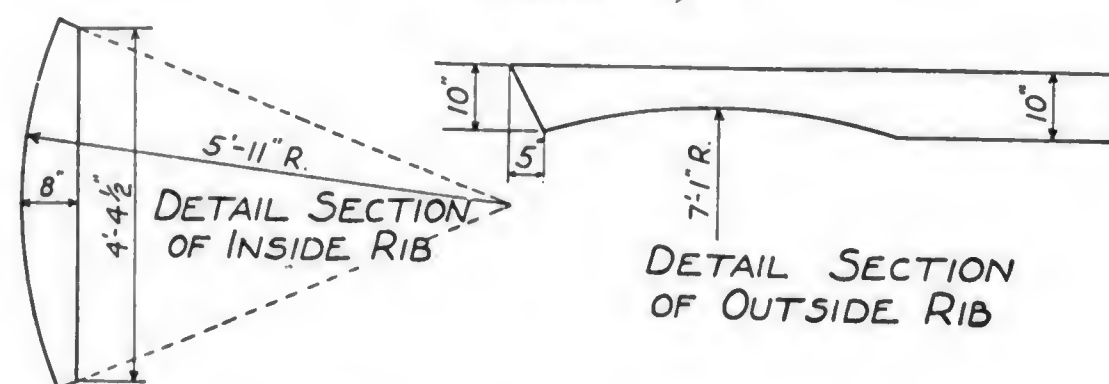
(Continued from page 16)

ing without fear of collapse. It provides a structure that requires no maintenance and has an added advantage because of its fire safety—an important consideration to the grower whose stored crop is at stake.

Earth floors are generally used in storage compartments. The bins are made of 1x4's spaced 1 inch apart, raised from the floor and set out from the walls to allow ventilation around and through the stored potatoes. A concrete floor down the center provides clean, firm footing for work space and allows a truck to be backed up to the bins in the larger types. This not only saves work



Usual method
of construc-
ing forms for
arched roof
storage cellar.



In mixing concrete, care should be taken to use clean water and clean aggregate (often found right on the farm). To develop strong concrete the mix should not be too wet, and proper curing should be allowed. Walls are placed first and allowed several days to harden before the roof slab is placed.

Two plans are shown for underground storages—a small, flat-roofed house, and a larger arched-roof house, designed in 10-foot sections to allow adaptability to individual requirements.

THE DEDICATION OF "CAMP POTATO"

(Continued from page 13)

tors who have done more than could be expected of them in the program. Our gratitude for their service is no less and we regret the brevity of the ceremony.

and time, but eliminates much of the bruising resulting from unnecessary handling.

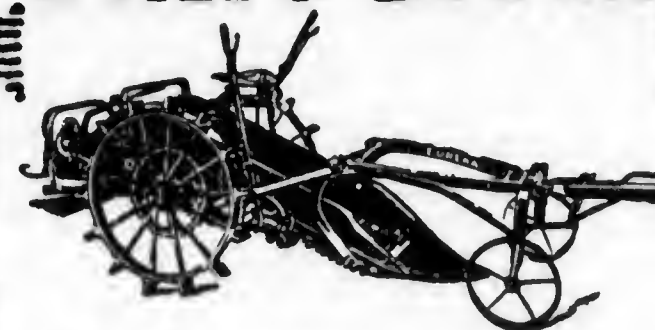
Ventilators are built into the roof to regulate the temperature and relative humidity. Ventilation is used for carrying off moisture only if condensation occurs on the ceiling, causing water to drip on the potatoes with likelihood of rot. Any condensation on the walls should be removed by gutters at the base. If the site does not have natural drainage, this should be provided by a drain as shown in the plan.

President Paul McElwain, of the Fawn Chapter, Future Farmers of America, of York County, presented the Association with a plaque to be mounted in the beautiful fountain in the assembly room of the camp, which was erected by this group. In a brief talk, he pledged his

(Continued on page 24)

Eureka

POTATO DIGGER



Saves Extra Help

Pay for your Eureka Potato Digger with extra money earned by getting the whole crop early and selling while prices are high. Get the crop before it freezes in, without extra help.

The Eureka works in ground and conditions where other diggers fail. Because Eureka elevator and duplex shaker provide more separation; its big wheels and main gears give big power; its high clearance over shovels prevents weeds and vines bunching.

Many years high record for long service and low cost. Growers report digging 150 and more acres without repairs. Supplied in several lengths and widths; with continuous elevator and various attachments, as desired.

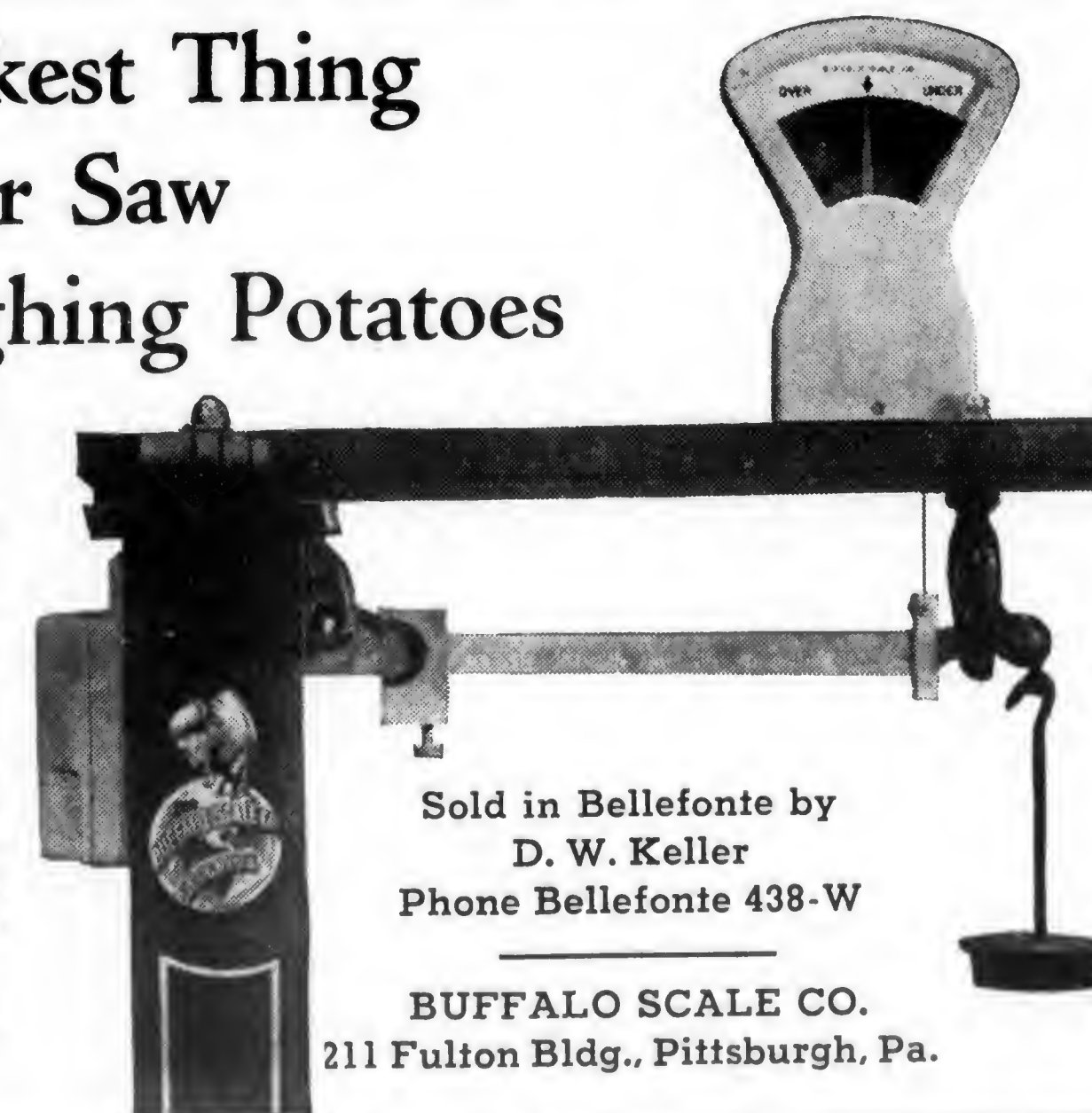
Adapted for use with tractors
and with or without engine at-
tachments.

EUREKA MOWER CO.
UTICA, N. Y.

The Slickest Thing You Ever Saw for Weighing Potatoes

Potato growers are speeding up weighing and bagging potatoes with this "See-Quick" attachment on their scales. Simply watch the big pointer . . . indicates the desired weight at a glance . . . easily read from either side . . . quickly installed . . . built rugged . . . lasts a lifetime.

Attaches to your
present scale at low
cost



**Sold in Bellefonte by
D. W. Keller
Phone Bellefonte 438-W**

BUFFALO SCALE CO.
211 Fulton Bldg., Pittsburgh, Pa.

THE DEDICATION OF "CAMP POTATO"

(Continued from page 20)

group to the maintenance of this fountain.

Perhaps the most impressive part of the whole ceremony was the memorial to Dr. E. L. Nixon. Judge Lewis again spoke, with feeling and inspiration, of Nixons great work through the years center as "Camp Potato." A deafening and of his dream of just such a potato applause proved that 1500 were in accord with Lewis' tribute. Dr. Nixon was called and requested to take three steps into the assembly room by the fire-place on partially set cement, pause at the hearth to leave his autograph in cement there, and then to take two more steps toward the door on the other side of the fire-place but not to make an exit. Against his will, the Doctor walked the wet concrete, leaving footprints which will be more permanent than those he has left in thousands of potato fields. While this tribute proved embarrassing to the genial Doctor, it will inspire many youths during the years to come. Dr. Nixon was able only to speak briefly because he was suffering from a severe case of tonsilitus, but, as always, his talk was enjoyed. The Foot-print ceremony inspired Robert Stockdale, of Ravenna, Ohio, who was in attendance, to write the following poem:

Foot Prints

All men trod on God's green earth
Each man his own path from birth,
And he leaves dim tracks along the way
Which the rain and the sun soon erase away.

We cannot see the snowy foot prints at
Valley Forge
But we can see America as a reward.
We cannot see Lincoln's foot prints at
Gettysburg
But we can see the black man with a
free hand and word.

We cannot see Pasteur's foot prints on
French ground
But we see the many lives lost that have
been found.
We cannot see Edison's foot prints on his
struggling way,
But we can see his electric light turn
night to day.

We cannot see Lindbergs' foot on the
skyward track
But we see the hand of the clock set
back.
We cannot see Doc Nixon's foot print in
the Potato field
But we can see America with a greater
yield.

All men trod on God's green earth
Each man his own path from birth,
Though each foot print from the path-
way parts,
The deeds of some never leave our
hearts.

The Rotary Club, of Lancaster, Penna., presented to "Camp Potato" the beautiful American flag which waves over the camp.

As President Bishop dismissed the dedication meeting, G. Douglas Jones, Agricultural Engineer for the Cleveland Tractor Company, and Harry C. Stockdale, Representative for the John Bean Manufacturing Company, came forward, and on their own, solicited volunteer donations for "Camp Potato"—contributions to this fund exceeded \$300.00, and the Association gratefully thanks the donors for the amounts they contributed. Thirty-eight good friends made generous contributions and turned them in unsigned, and we, therefore, cannot thank them publicly here. However, the following we do thank for their signed contributions and real help: Everett R. Blass, H. C. McPherson, J. C. Wiley, Geo. D. Henninger, H. F. Rhoads, Walker Farms, Inc., A. J. Henninger, Evan D. Lewis, E. B. Bower, J. A. Farabaugh, Elmer Palber, G. A. Stuart, John McDowell, C. H. Pepper, D. M. James, John A. Smith, H. A. Tranger, K. W. Lauer, Steamstead Farm, S. D. Gray, J. B. Grimm, J. A. Bausch, J. R. Bachman, Haskell Kunes, John Bean Manufacturing Company, Fred H. Bateman, and the Davison Chemical Corporation.

"Any good produce merchant will tell you that an attractive well-graded package will sell itself."—S. R. Poole

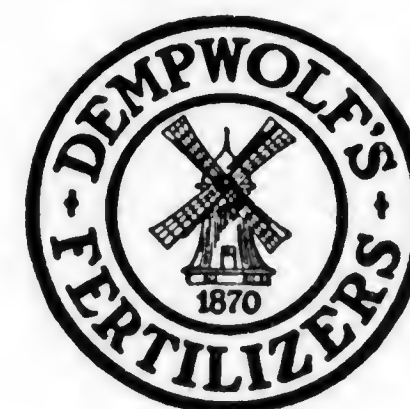
★ ★ ★

Tit for Tat

Customer (to Grocer) "I wish you would not give me short weight for my money."

Grocer: "I wish you would not give me such a long wait for mine."—*Kentucky Grocer.*

A BETTER YIELD IN EVERY FIELD



York Chemical Works
YORK, PA.

Congratulations!

Pennsylvania Cooperative
Potato Growers, Inc.

Dedicating

"CAMP POTATO"

A good step right direction.

ALBERT C. ROEMHILD
122 Dock Street Philadelphia

Years of Experience . . .

Together with the desire to help solve the individual problems of those who require special or out of the ordinary equipment for the potato warehouse has placed the name BOGGS foremost in the minds of all potato and onion growers and shippers.

BOGGS are pioneers in the manufacture of Potato and Onion graders and cleaners and have more machines in use than all other makes combined.

Your inquiry will be appreciated.

Boggs Mfg. Corporation

Atlanta, N. Y.

Detroit Lakes, Minn.

Harvesting Nittany Potatoes in Lancaster County, where they are yielding as high as 450 bushels per acre. Seed of this variety is becoming very popular.



WHERE DO WE GO FROM HERE?

(Continued from page 6)

play produce in his window and, in effect, tell the consumer: "Come and get it!" Putting up a lot of window streamers, plastering an impressive number of billboards and running a big newspaper advertising campaign isn't, of itself, merchandising.

Modern merchandising in our industry means an intelligently-conceived, well-planned, thoroughly-co-ordinated and smartly-executed operation in the packaging, trade-marking, advertising and sales promotion of fresh fruits and vegetables originating with the grower and shipper, tying in closely with the activities of the broker and jobber and extending through to the retailer and the consumer. The very essence is the necessity for a complete plan and follow-through. Short of that it is not good merchandising.

Proper packing or packaging and branding or trade-marking plays a vital part. In our industry this is in a comparatively primitive state with much yet to be learned and done. There are, of course, some serious problems in this

connection that are peculiar to our own industry. A merchandising program is not necessarily dependent on putting the product in consumer packages. But there is plenty of room for research and progress.

Consumer advertising has an important place as a part of a completely integrated merchandising program and must not be thought of as a self-sufficient method which stands alone. Advertising in its initial stages can usually create only consumer acceptance . . . followed later by consumer demand. For most effective results the product must be properly displayed and the retailer must co-operate.

Intelligent sales promotion includes many varied activities that need not be covered in detail here. It includes among other things, a constructive sales policy and its proper execution. It may involve the necessity of building up a merchandising organization composed of specialty men to work the wholesale and retail field directed by capable sales executives as is done in other food industries.

(Continued in the October Issue)

Make Manure in the Soil



IT TAKES A LOT OF WORK, and costs a lot of money to build a compost pile. It has to be kept wet, forked over once or twice, and finally hauled and spread on the land.

This is not necessary!!

Crop wastes will rot down just as quickly—will make just as good humus—will grow just as good crops—if plowed down "As Is" with 300-500 pounds of Granular 'Aero' Cyanamid per acre, as they will if put through the compost pile or the feed lot.



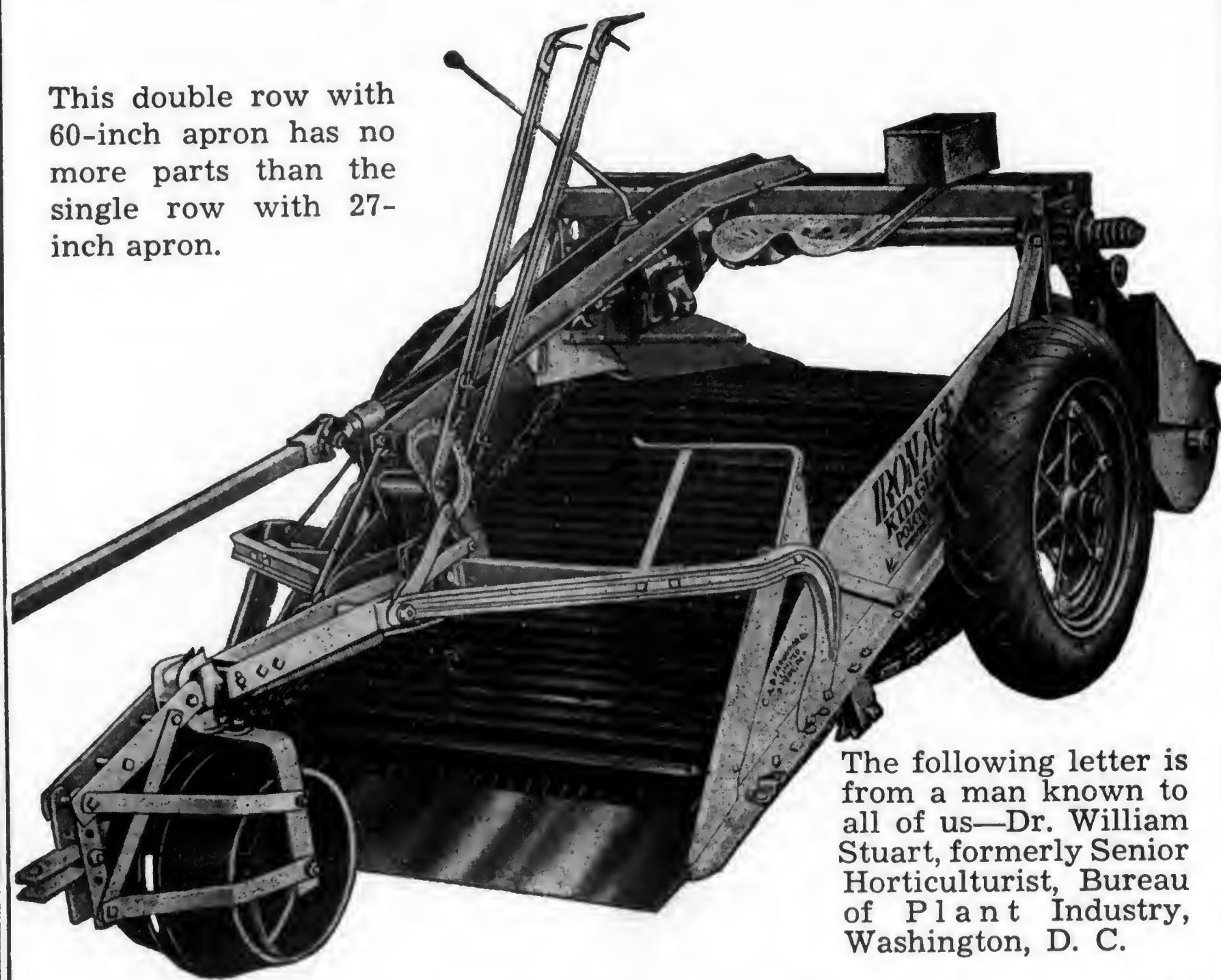
Write for Leaflet F-155

AMERICAN CYANAMID COMPANY
30 ROCKEFELLER PLAZA NEW YORK, N. Y.

IRON AGE Kid Glove Digger

Simple as A. B. C. - Strong as the rock of Gibraltar - Effective as the Iron Age Planter

This double row with 60-inch apron has no more parts than the single row with 27-inch apron.



The following letter is from a man known to all of us—Dr. William Stuart, formerly Senior Horticulturist, Bureau of Plant Industry, Washington, D. C.

Cut Off, Louisiana,
May 14, 1938.

Send for the new Iron Age Kid Glove Digger Catalog, and become familiar with the digger "that's different" and prevents mechanical injury to potatoes.

"Your Single Row Iron Age Kid Glove Digger has proven entirely satisfactory in harvesting *partially immature* potatoes both last year and this one. The new 1938 digger is an improvement over your 1937 model in that it has a better braced framework.

"You may be interested to learn that a couple of New Iberia potato growers visited Clovelly Farms yesterday to see the diggers in operation and were enthusiastic over their performance. In fact, all who have seen the Kid Glove digger in operation have been pleased with its work."

WILLIAM STUART.

A. B. FARQUHAR CO., Limited
BOX 1230 YORK, PENNSYLVANIA.

THE PENNSYLVANIA STATE COLLEGE
AND EXPERIMENT STATION
SCHOOL OF AGRICULTURE
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THE GUIDE POST

PENNSYLVANIA POTATO GROWERS

VOLUME XV NUMBER 10

OCTOBER • 1938

PUBLISHED BY THE
PENNSYLVANIA COOPERATIVE
POTATO GROWERS ASSOCIATION
INCORPORATED

Potash Delays Frost Injury

Potatoes which have been able to get an ample supply of plant food throughout the growing season will withstand light frosts in the early fall. Experiments show that while fertilizers cannot protect potatoes against temperatures below 30 degrees F., there is no doubt but that a vigorous plant has a higher concentration of cell sap and can withstand light frosts without injury.

Many soils on which potatoes are grown are deficient in potash, and enough of this essential plant food should be applied so that the vigor of the plant will be preserved to maturity and the supply of potash will not be exhausted before the crop has reached its growth.

To insure a good crop against potash deficiency, apply at least 200 pounds of K_2O per acre.

Consult your county agent or experiment station about the fertility of your soils. See your fertilizer dealer or manufacturer. You will be surprised how little it costs to apply enough potash to insure good yields.

Write us for additional information and literature on how to fertilize your crops.



American Potash Institute, Inc.

INVESTMENT BUILDING

WASHINGTON, D. C.

Marketing Pennsylvania Potatoes for Profit and Lasting Satisfaction

An Open Letter to Association Contact Men and Inspectors

By D. M. JAMES

State Supervising Inspector

The regulations of the Pennsylvania Cooperative Potato Growers' Association require that all potatoes shipped in their trade-marked package must be inspected by licensed inspectors and stamped with the inspectors' designated stamp.

To date the work of the local inspectors has generally been very creditable. However, a few bad shipments have been made, since the inauguration of this service, which caused the Association much embarrassment. Every effort must be made to eliminate these mistakes. In checking the trouble cases the State supervisors find the inspectors familiar with the correct grade interpretation, but sometimes careless about the following:

1. Not taking sufficient samples. Spending too much time on the grading table and not enough time inspecting the finished packages.
2. Not weighing the samples and defects or using inaccurate scales.
3. Not sizing the potatoes sufficiently with sizing rings.
4. Not exercising sufficient judgment in advising against the practice of attempting to pack Blue Labels from very poor quality field run stock.

Inspectors and county contact men should advise against putting poor quality potatoes in the Blue Labeled Bags (particularly in the pecks) even though they may meet the tolerance of the grade. Advise against packing excessively dirty, rough, scabby, too large or too small potatoes in these bags. Special care must be used to avoid stem end discoloration, field frost, blight rot or any other form of decay or wet decomposition getting into the trade-marked bags.

Care must be exercised to keep the bags as clean as possible. They do not look attractive in the stores when soiled or stained.

Advise against shipping in the rain without proper protection.

With cold weather coming on, every precaution must be taken to protect shipments from freezing enroute to

market. This is especially important on truck shipments.

Keep weights up. Don't attempt to weigh pecks on a 1000-lb. platform scale.

Use only accurate scales and allow enough weight for shrinkage.

Some stamp impressions are illegible on the sacks. The bags should be stamped before they are filled, to be plainly legible and the bags are to be stamped on bottom.

1. **ACCURATE SCALES** have not been secured by all inspectors for weighing samples and for checking accuracy of 15-lb. bags. These may be secured from Manager E. B. Bower, Bellefonte, on payment of a deposit.

2. **SIZING CARDS** have not been secured by all inspectors. It is imperative that these be secured and used regularly. Contact Manager Bower.

3. **NOTE SHEETS** have not been used systematically by all inspectors in noting all samples examined.

4. **USE OF KNIFE** is essential to determine extent of injuries due to wire-worm, hollow-heart, heat or freezing necrosis, fusarium wilt and from many other causes.

5. **INSPECTION ROUTINE** of taking sufficient samples, weighing defects, sizing and note-taking is absolutely necessary and should come first. Other duties of local inspectors at the grading stations must be subordinated to the inspection duties. The State Supervisors will help in every possible way to iron out difficulties which the local inspectors may run into. Contact your district supervisors or write the Bureau of Markets at Harrisburg, if you need any assistance.

One inspector who has done a very creditable job, was recently accused, not by the growers, but by one who "advises" the growers, of making the Blue Labels too good. *There isn't any such animal!* With the present high price for pick-outs in lower labels and with the excellent demand now developing for Pennsylvania graded potatoes, it is im-

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THE GUIDE POST

Published monthly by the Pennsylvania
Cooperative Potato Growers, Inc.

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Annual membership fee \$1.00. This includes the Guide Post.

All communications should be addressed to E. B. Bower, Secretary-Treasurer and General Manager, Bellefonte, Pennsylvania.

DAYS OF OCTOBER

October's the month of the change of the year.

Our mistress now pots her garden plants
And sets her bulbs into the ground
without fear

Of winter's frosty refrigerants.

For crocus bloom in the lawn she plants,
A row of tulips beside the walks.
Here a lily-bed stretches and spans
And sets her bulbs in the ground without fear.

Association Announces Reductions in Trade-Marked Paper Bags

(EDITOR'S NOTE: Following is the new price set-up on all association labeled paper potato bags, effective immediately and continuing until further notice. Those members who are planning to

order bags individually, and not through a county set-up, please note carefully the instructions.)

Change in Prices

All previous bag quotations are hereby withdrawn. Effective immediately and until further notice the following prices on the association trade-marked paper potato bags will prevail:

Grade Symbols

BLUE LABEL

15's U. S. No. 1

BLUE LABEL

60's U. S. No. 1

RED LABEL

60's U. S. No. 1, Size B

GREEN LABEL

60's U. S. Commercial

ORANGE LABEL

60's U. S. No. 2

UNCLASSIFIED

60's, Plain, legally printed

Printing

BLUE LABEL 15's

Printed 15 lbs. Net, U. S. No. 1

BLUE LABEL 60's

Printed 60 lbs. Net, U. S. No. 1

RED LABEL 60's

Printed 60 lbs. Net, U. S. No. 1, Size B

GREEN LABEL 60's

Printed 60 lbs. Net, U. S. Commercial

ORANGE LABEL 60's

Printed 60 lbs. Net, U. S. No. 2

UNCLASSIFIED 60's

Printed 60 lbs. Net, Unclassified

Prices

BLUE LABEL 15's

\$17.50 per M, Delivered

BLUE LABEL 60's

\$46.00 per M, Delivered

RED LABEL 60's

\$43.00 per M, Delivered

GREEN LABEL 60's

\$42.00 per M, Delivered

ORANGE LABEL 60's

\$42.00 per M, Delivered

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"Where Do We Go From Here"?

by PERRIN C. MILLER

(Continued from September issue)

Basically the responsibility for this entire operation is on the shoulders of the shipper . . . whether an individual, a firm, a corporation or an association. Why? Because in the process the first essential step is the grading and packing . . . or packaging. The shipper must do that job. To properly protect his trade-mark and promote his own best interests he must follow the merchandise through the broker, jobber and the retailer to the consumer. Many different merchandising methods are pursued in the field of distribution but we cannot escape the necessity for a complete follow-through. The broker, the jobber and the retailer must co-operate in order to achieve maximum effectiveness and to reap the full benefits.

There is plenty of material to be read on the subject of merchandising in case you're interested. The more you get into the subject the more it will interest you! Or better yet: Go out and spend a little time out on the firing line . . . the retail field. Talk with the man on the other side of the grocery counter. You will find this an education in itself. That is the real point of sale! **There are too many of us in this industry who consider the retail store merely as a place to buy our groceries instead of an establishment where our own merchandise is sold.**

The high-salaried general sales managers of modern and successful food merchandising concerns do not earn their pay simply sitting at their desks and issuing orders. Most of them have been through the mill and have worked up from the position of specialty salesman or from somewhere at the foot of the ladder in extremely close contact with the jobber and retailer. It is their business to know the distributive system and its intricate problems all the way from the factory down the line to the consumer's very dinner table! They cannot intelligently grasp their problems, sense the changes and make sound decisions without constantly keeping in close contact through their field sales organizations.

Do most of us in our industry maintain a close enough contact with our

brokers and jobbers? What constructive effort does the average shipper make to consider both the jobber and retailer in his operations? Does he have any appreciable contacts with the retailers? Does he have a thorough and intelligent understanding of the problems of the broker, jobber and retailer? Is he putting forth a real effort to endeavor to comprehend these problems, to offer planned assistance in the merchandising operation (if any) and to acquaint himself with all of the intricacies of present-day food distribution?

You may say that the shipper cannot be expected to assume such a burden and to administer such an operation. You may say that such ideas are impractical in the marketing of fresh fruits and vegetables. You may even say that it is all too complicated and fundamentally unnecessary. Well, that's what many of the old-time operators in practically all branches of the food field thought many years ago before the great changes came.

Compare the operations of the average wholesale grocer with that of the average produce jobber. It is true that there are many jobbers in our industry who are doing a finer piece of work than some wholesalers in other fields. But that is not, I feel, the general rule. There is not enough contact or co-operation with the retailer. **Wholesalers in other lines had to learn to do a vastly different job of merchandising with the rise to prominence of the large retail-store chains.** It was another case of survival of the fittest. Many of them passed out of the picture and never really found out what happened or why. Most of the rest of them became better merchandisers than they had ever been before.

The handling of fresh fruits and vegetables has been a "natural" for many live and progressive wholesale grocers. It wasn't just because they were in business anyhow and might as well be handling additional commodities. It was principally because they had learned how to merchandise. Most of those handling produce are really merchandising it . . . along with the more progressive fruit

and vegetable jobbers. But what we need is more shippers with realistic and proven merchandising programs. The progressive fruit and vegetable broker and jobber will lean over backwards to co-operate with them.

Too many of us in this industry are too busy speculating and trading to understand the basic principles of modern merchandising. We work early and late under constant pressure and routine of business to such an extent that there appears to be little time for thought or reflection. The mind falls easily into a daily rut. We do not stop to consider what broad constructive steps we might take to put our business on a sounder and more profitable basis. If we have any time at all it is usually to contemplate a few of the more obvious things that we think are wrong with our industry.

It is the shipper's function, (and actually his opportunity) either individually or collectively, to assume the primary responsibility for the promulgation of sound merchandising methods from the warehouse or packing shed on down through the retail store and to lend continuous and constructive assistance to the jobber who is the "intermediate" customer; it is the duty (and opportunity) of the broker and jobber jointly to co-operate in that program along with the retailer to the end that this produce industry in its various aspects may be placed at least on a par with competing food industries—the larger portion of which are employing modern and efficient methods of sales promotion.

Don't misunderstand me. I realize that other handlers of food products are still far from being thoroughly efficient in many instances. But most of them have been through the mill and the produce industry (in that respect) has not. Not only that but many of us don't even seem yet to understand that there is a mill through which we shall have to go. You may disagree with me and state that no basic change is warranted in the produce industry as now constituted. It is difficult to see what has taken place elsewhere, however, and believe that.

There was a time when many of the railroads didn't think they had to "merchandise" their services and it took them a long while to wake up to the fact that the Vice President in Charge of Traffic had to have something besides a private car and that the operating department

company began to really sell their service at an early date and other utilities wasn't the whole show. The telephone were not slow in following. The clothing, textile and paper industries have witnessed the adoption of the merchandising idea by many progressive concerns that have left their more backward competitors far in the rear. The meat packers, the flour millers and the sugar refiners used to be thoroughly engrossed with their plants, their production and their financing and only in late years have come to realize that it's one thing to buy cattle, wheat and raws and something else to move the finished product successfully.

This idea is not of itself as a cure-all for the ills of our industry. There are, of course, other problems with which we must deal. However, we are attacking too many of our problems either from the wrong angle or at the wrong end of the line. **Our thoughts (like those of all other industries before they awakened to the change) have been running almost exclusively to production and production problems and only superficially to sales . . . hardly at all to merchandising.** One shipper recently described the produce business as "a gigantic crap game." Yes, and he could well add that the dice are loaded.

You may say that all this is true but after all production (or rather "over-production") is the root of the problem. In a certain sense perhaps it is. **But on the other hand might our trouble not be lack of aggressive salesmanship to the consumers, and lack of a distributive system that affords a means of accomplishing something resembling fair price maintenance?**

I think we all must admit that the machinery for handling situations involving over-production in our industry is, in the main, very crude. The mechanics are lacking for forceful promotion and effective advertising closely coordinated through the channels of the industry from the grower to the consumer. That is the principal reason why the grower in the past has had to depend chiefly on the larger chain store organizations to do the job. We produce fruits and vegetables in abundance, many of us virtually dump them on the jobber and assume that they will filter on down to the consumer in a "natural flow" that will automatically take care

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Capping the Keystone

By V. A. MARTIN

Department of Public Instruction, Harrisburg

As part of the dedicatory program at Camp Potato the Trade Mark used by the Pennsylvania Co-operative Potato Growers' Association was erected in a novel manner. Through the kindness of Mr. John Allison of the National Youth Administration a large model of the trade mark was made by boys employed on the youth program. This model was made in sections and each of the directors of the association in turn placed one of these sections in its proper position. The meaning and significance of each portion is explained as follows:

1. **The Base:** Always indicative of the foundation support on which a pillar or structure rests. An adequate base permits growth or progress and further development. Inscribed upon the base is the word "knowledge" which indicates a clear and certain conception of truth and fact which enables one to understand clearly that truth and fact support the whole structure of this organization. Since God alone has a knowledge of all His works, human knowledge is very limited, and is gained mostly by close observation and experience. Our knowledge can therefore be so developed that we can perceive with certainty and understand clearly certain principles of truth and fact concerning anything that exists.
2. **The Pillars:** Symbols of strength and purity. The right-hand pillar inscribed with the word "integrity" which comprehends the whole moral character, but has a special reference to uprightness in mutual dealings. While becoming the symbol of strength and purity of character it embraces the virtues of honesty, sincerity and veracity which prompts the human mind to a straight observation and performance of right which public laws do not reach and can not enforce. Integrity also teaches exact conformity to truth, or the rules recognized for moral conduct, either by divine or human laws, and a disposition to conform to any known standard of right, truth or justice.

The left-hand pillar is inscribed with the word "dependability" which embraces the confidence of a trusting reliance and assurance of mind and establishes a firm belief in the integrity, truth and reality of a fact which in turn establishes the basis for mutual happiness and the possession of something good. Dependability insures a repose of mind which results from a full belief in the veracity or integrity of a person.

3. **Keystone:** The stone on the top or middle of an arch which being wider at the top than at the bottom enters like a wedge and preserves and secures firmness and stability of the work. The Keystone also indicates that we are thinking in terms of Pennsylvania, the Keystone State.
4. **The Trade-Mark:** The trade-mark adopted by the association is a symbol or a visible sign with which a spiritual feeling, emotion, or idea is connected. It may be representative, exhibiting or expressing by resemblance of signs that which is intended to be conveyed to the public.

There seems to be no reason to doubt that the practice of employing a mark to denote the goods of a particular trader (not necessarily the manufacturer) grew out of the use of signs or symbols, which, first were used and represented on tokens, and eventually placed on the wrapper or case containing goods, or on the goods themselves.

A trade mark is used so that the public understands from this indication that the goods are those of a particular trader, either goods manufactured by him or selected by him, or goods which in some way or other pass through his hands in the course of trade. It is an indication that the manufacturer or trader has confidence in the quality of the goods upon which he places his trade mark and that he guarantees this quality to those who purchase the goods. The trade mark then becomes part of the good-will of a

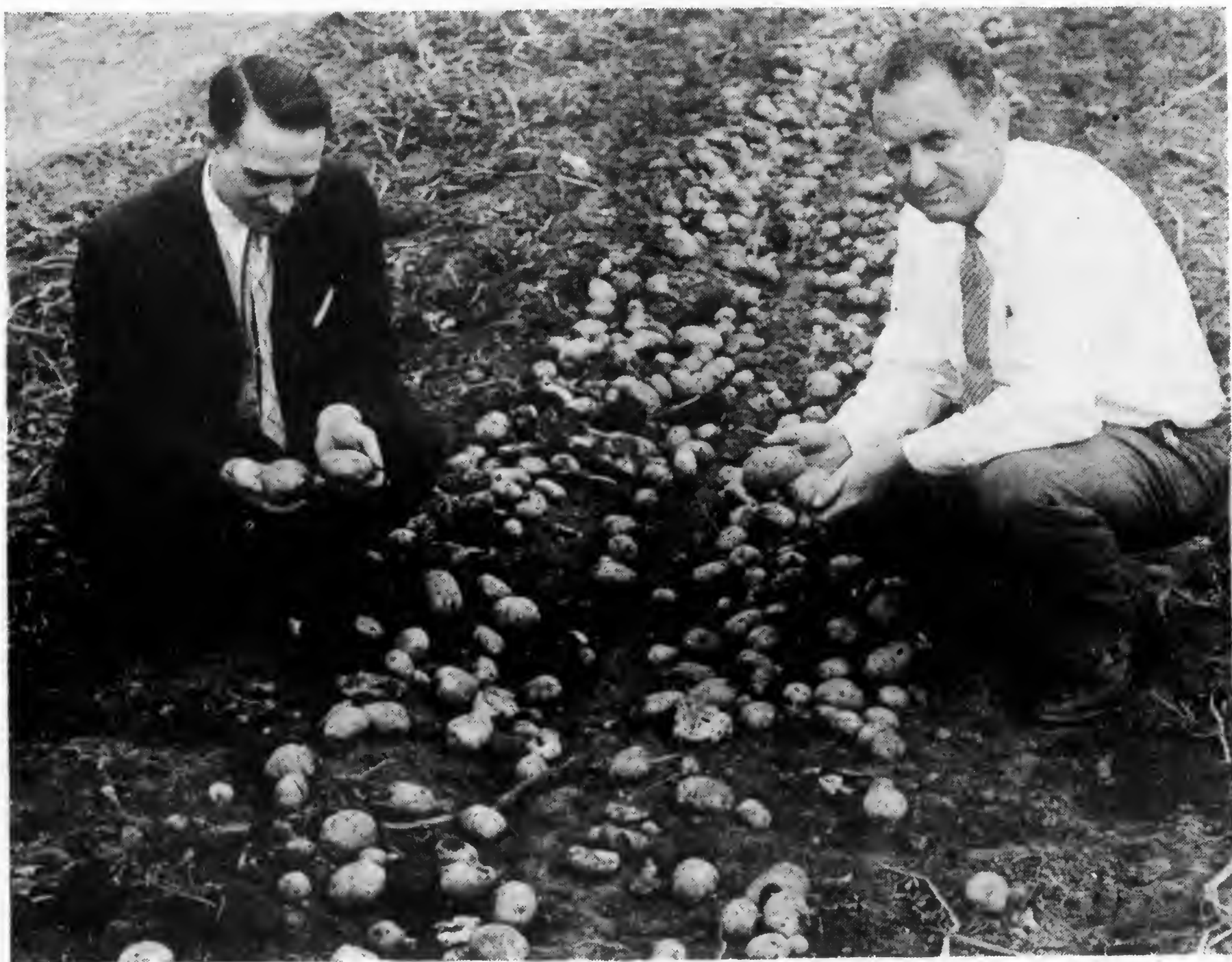
(Continued on page 22)

Record Pennsylvania Potato Yield—741 Bushels An Acre—Created At Hershey

The Hershey Industrial School Farm at Hershey has completed digging a record acre of potatoes with a yield of 741 bushels per acre, according to A. S. Fromeyer and Glenn E. Miller, Agricultural County Agents in Dauphin county.

This yield surpasses, by 48 bushels, the former Pennsylvania record which was held by Walton and Sons, Chester county, with a yield of 693 bushels per acre.

John J. Daniel, Superintendent of the Hershey Industrial School Farm, re-



Glen E. Miller, Assistant Agricultural County Agent of Dauphin County, Pennsylvania, left, and John J. Daniel, Superintendent, Hershey Industrial School Farms, at Hershey, Pennsylvania, inspecting the record acre of 741 bushels of Maine Green Mountain seed potatoes grown at Hershey, the yield creating a new high for the Keystone State.

ports that this acre was planted on April 12, 1938, with 47 bushels of "Maine" Green Mountain seed potatoes. Approximately 10 tons of manure was applied to the acre. Six hundred pounds of 7-21-21 fertilizer was broadcast before planting and an additional 200 pounds of the same fertilizer was applied when the plants were 4 to 5 inches high.

The potatoes were planted in rows two feet wide and six inches apart in the row. They were irrigated during the dry season in August and were sprayed seven times with 4-4-50 Bordeaux mixture with a pressure of 500 pounds.

Mr. Daniel grows about 30 acres of potatoes on the school farm under general farm conditions. His record acre in 1937 produced 640 bushels per acre.

POTATO CHIPS

As this is written the Bellefonte office is quoting 20½c to 22c a peck for Blue Labels delivered into various cities in the State or into Baltimore, Washington, Youngstown or Cleveland. Somewhat better than the 25c a bushel which growers received earlier in the season from potato buyers. Selling spuds below the cost of production doesn't buy the groceries. Present prices seem to be more nearly in line with supply and demand factors. If later reports of decreased supplies should be issued by the United States Department of Agriculture, as now seems probable, prices may be expected to advance further.

According to the U. S. Dept. of Commerce, collective buying by farmers has more than doubled within the past few years. A survey of more than 3,000 farms in forty States revealed that 17% buy co-operatively today compared with only 6.9% in 1930. Just another indication that this co-operative movement is going places fast.

Lehigh County first again! This time it was the largest potato grading school ever held in the State; 225 attended the meeting and 71 applicants for inspection passed the examination. In addition to the grade instruction, Dr. Nixon spoke at length (Editor's Note: The Dr. has recovered fully from his tonsillitis) and "Denny" reported on conditions in Maine and western New York.

Potato growers attending the grading school at Neffs were agreeably surprised to again see Jerry White, who had driven from Dover, Delaware, with Senator Townsend. Jerry, who is well-known to potato growers throughout Pennsylvania, has taken a position as supervising inspector of the State of Delaware. More power to you, Jerry, and our best wishes for success.

Evan D. Lewis was host to the third inspectors' training school of the season at his farm near Johnstown on September 21st. Including some vocational school boys, about 75 were present and 28 passed the inspectors' qualifications. Similar schools will be held at Couders-

port, Cochran and at Benton in the near future. Other sections of the State will be covered at later dates, so that inspection training will be readily available to every one in the State.

Understand that the Pennsylvania Potato Industry declined with thanks the offers of the F.S.C.C. to purchase "surplus" potatoes in the State because instead of a surplus, Pennsylvania has a larger deficit production than usual.

Ruth Bryan Owen Rohde, daughter of William Jennings Bryan and former U. S. Minister to Denmark, has said:

"Ideas are as contagious as measles, especially when they are as simple and practical as the idea of co-operation. It offers an effective way to solve one's problems, and, somehow, I think it is an American way."

Students of marketing conditions are predicting that in five years time at least half the potatoes purchased by the housewife will be packaged in original consumer containers. The volume of individual peck bags packed in Maine and Idaho was greatly increased last year over any previous year. Pennsylvania, Ohio, New York and Michigan also marketed large volumes of spuds in attractive trade-marked packages. The consumer pays more for packaged food whether it is oatmeal, rice, potatoes or what-not. The potato grower may as well have that few cents more per peck which is four times a few cents more per bushel.

DO YOU KNOW

that potatoes stored at around 60° make the best Chips and French Fries?

that the Governors of Maine and Idaho competed in the potato picking contest at Fort Fairfield on September 28th?

that many expect the potato market to be considerably stronger before Spring?

that potatoes stored in crates instead of in bulk have shown only 10% as much deterioration from mechanical injury?

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OVER THE PICKING TABLE

BY INSPECTOR THROW-OUT

No man is rich—
Who has sacrificed his conscience to gain riches,
Who is unhappy because he does not have a little more.
Who has filled his mind with evil memories.
Who has no beautiful memories stored away for his old age.
Who lives in terror of old neighbors who may talk.
Who is compelled to depend upon pretense.
Who never has anything to give away.
—REV. ROY L. SMITH

Promise is good, intention is better,
performance is best.

There is endless merit in a man's knowing where to stop.—*Carlyle*.

A rut is simply a grave with the ends knocked out.

The most serviceable of all assets is reputation.

"Yes, sir," said the sportsman, "this hound is the best dog I ever had. He's educated. When I had him first he was only good for rabbits, but after a while I got him after foxes. When he'd got the fox scent he hadn't any use for rabbits. That was his second season. Last fall I got him on the track of deer and after he'd run his first buck to the ground nothing could make him settle down to foxes again. That's what I call the fruit of education," the sportsman concluded with emphasis.

And he was right. The hound is a parable. When a man has once got scent of a foreman's job he will not be content until he gets it. Then, if he gets track of a superintendent's place he will never be satisfied to spend his life as a foreman. But if he once sniffs the president's

chair everything else will seem insignificant and he will concentrate all his powers upon reaching it.

Better a half-hour earlier than a half-minute too late.

When you tell some people "Help yourself"—they think you're running a Bureau of Philanthropy.

A good old colored deacon who was used to rolling out mouth-filling adjectives and who flabbergasted a street car conductor by drawling in his best collection-plate voice:

"Suh, at th' next vehicular intersection, ah desirest' be procrastinated."

Teacher: "Do you know, Tommy, when shingles first came into use?"

Tommy: "I think when I was between 5 and 6 years old, ma'am."

There was a little lawyer man,
Who gently smiled as he began
Her dear dead husband's will to scan.
And thinking of the coming fee,
He said to her quite tenderly,
You have a nice fat "legacy."
Next morning as he lay in bed,
With plaster on his broken head,
He wondered what in H - - he said.

"QUERIES"

Does ash make the best fire?
Is it "fir" to the Pacific Coast?
Could burglars pick a hem-lock?
Is a ven'eer related to an engineer?
What color is red oak when it is green?
Does a dealer in buck-eye get the buck ague?
Should not bass-wood be good to make drums of?

(Continued on page 22)

They Nibbled Away

BY HARRY C. STOCKDALE

The 1938 potato growing season is now pretty well over. There has been serious loss to potato growers from potato blight. The loss to the potato grower in Pennsylvania runs into a big figure.

If by some magic this loss could be turned back to the growers in cash, there would be enough money to build hundreds of modern potato storages. Why this big loss?

In trying to answer this, my mind runs back a good number of years to a sermon I heard delivered by a very able minister, and it is from this sermon I take the title of this article—"They Nibbled Away."

This minister compared the Good Shepherd that taught his sheep to pasture as a compact drove or flock so that no one sheep would carelessly nibble away from the flock and be devoured by wolves. The potato grower's wolf today is blight.

The Pennsylvania potato growers have had the very best shepherds. They have had the true teaching, but somehow many have nibbled away.

It is part of my job to see that the growers use spraying equipment in the best way to kill the wolf—blight. Few have the opportunity as I have to visit different growers every day, and observe why many have failed to keep their potato crops free from blight. In this article I want to try to point out in what different ways the grower has nibbled away.

The common excuse is—there was too much wet weather, but let us think—Isn't it true that if there had not been rather excessive rain there would not have been blight? We would not have had that nasty wolf—blight—to fight. But it requires rain to produce satisfactory yield of potatoes.

At this date there are two groups of growers in this State. Group 1 has had a lot of rain and a hard fight against blight. Group 2 has had too little rain and no blight, and as a result, a very light crop of undersized potatoes. In which group would you rather be? If you are the red-blooded grower you should be, having had the true teaching, you would rather be in Group 1,

and you would go out and lick that wolf, blight. But if you have nibbled away from the true teaching of foliage protection, you would probably be better off in Group 2 with a shortage of rain and a lot of small potatoes.

In the true teaching of foliage protection we have been taught to start the season's spraying when the potato plants are so small it is hard to see where to drive the sprayer, but this year, more than ever before, growers have nibbled away from this good rule.

I found growers this season, who have gotten away from the true teaching of foliage protection in a great number of different ways. Grower A, who had a nasty infection of blight, was making a poor Bordeaux by using lump lime that was mostly air slack. The second time I called on Grower A, he had gotten lump lime that was not air slack, but it was so poorly burnt that it would not take enough water so as to cook into a good paste. The third time I called on Grower A, I found he was computing the gallonage of his sprayer tank as holding 100 gallons instead of 150 gallons. Is it any wonder this grower had blight?

Grower B was throwing finely ground copper sulphate directly into the sprayer tank instead of washing this material through burlap or a fine screen, as he should have. His Bordeaux was not sticking to the leaves, and as a result he had some blight, which he controlled after a hard fight—he had nibbled away. Grower C used care in mixing his material, but had given little attention to the adjusting of nozzles as he had been taught—he had nibbled away. As a result, the wolf, blight, got parts of his plants, where nozzles did not strike, making a nasty infection all over his acreage.

I might go on and on and use most of the alphabet as growers' names that have nibbled away one way and another in their spraying program, but this article may be too long now.

However, it would not be fair to not mention those good growers that have followed the true teaching and by so doing have not been caught by the wolf, blight. They did not nibble away.

Quality Pennsylvania Potatoes for Pennsylvanians

Appetizing Ways To Prepare Them

KRAUT UN CHOPS

- 1 quart sauerkraut
- 8 pork chops

Cover sauerkraut with water and allow to simmer for 45 minutes. Fry the chops until tender and golden brown. Add the sauerkraut and continue cooking until the kraut has absorbed the pork drippings and is brown. Serve with PENNSYLVANIA mashed potatoes.

* * *

BEEF STEW

- 5 large PENNSYLVANIA potatoes, sliced
- 2½ pounds beef (from the leg)
- 2 onions, sliced
- ½ cup turnips, diced
- 1 cup carrots, diced
- 1 teaspoon salt
- ¼ teaspoon pepper
- 4 cups water
- ½ cup flour
- 2 tablespoons butter

Have meat removed from the bone and cut into 1-inch pieces, cutting off all fat. Put bone and half of meat in a kettle and cover with the cold water. Let stand about 30 minutes, then place on fire and bring to a boil. Melt the butter in a skillet and brown the onion. Season the rest of the meat with salt and pepper, dredge with some of the flour, and brown in the butter with onion. Pour onion and browned meat into the broth and cook slowly for 2 hours. Add the vegetables and the rest of the flour which has been mixed with ½ cup cold water. Cook until vegetables and meat are tender. Remove the bone before serving.

* * *

HAMBURGER-BACON ROAST

- 2 large PENNSYLVANIA potatoes (cooked and mashed)
- 3 pounds hamburger
- ½ teaspoon salt
- dash pepper
- 1 onion, chopped fine
- 3 hard cooked eggs
- ¼ pound sliced bacon

Combine the hamburger, potatoes, salt, pepper and onion and mix thoroughly. Divide the mixture into two

equal parts. Put half of the meat in a pan and place the whole hard-cooked eggs in center of meat. Cover with the remaining meat. Place slices of bacon across the roast. Bake in a hot oven (375 degrees F.) for 1½ hours.

* * *

SARATOGA CHIPS

Wash and pare PENNSYLVANIA potatoes, 3 eggs beaten light, 1 cup flour, 2 teaspoons baking powder, 1 teaspoon salt, ½ teaspoon pepper, fat for frying.

Beat eggs; gradually add potatoes either (hot or cold) and flour sifted with seasoning. Drop spoonful into hot fat; cook to a golden brown, turning often. Drain on brown paper. Serve hot.

DEFINES MARKING

J. Hansell French, State Secretary of Agriculture, recently defined the term "unclassified" as used in marking containers for agricultural products. The official definition follows:

"When UNCLASSIFIED is a permissible term with respect to agricultural products, it shall be applicable to those products which have not been graded or to those products which fail to meet the minimum requirements of any of the grades already established or which later may be established, but yet are fit for human consumption."

Sun Exposure Damages Potatoes

Thousands of bushels of Pennsylvania potatoes were damaged during the recent heat wave because growers left them in the field exposed to the sun. L. T. Denniston, Director of the Potato Interests Division of the State Department of Agriculture, recommends digging and picking in the early morning hours.

FINE YIELD OF CHIPPEWAS

The first official yield report to reach us from Erie County is that of Ivan Miller, of Corry, Pa. Mr. Miller had a fine acre of Chippewas, which yielded 474 bushels, as tested by County Agent P. S. Crossman, of Erie.

News From Over the State

In York County, where this year the growers suffered the worst siege of late blight that was ever known in the section, the effect of spraying showed very clearly. Both the Cobbler and Green Mountain crops were good, but the Rose of Erin, a native of York County, was a failure. The Russet crop, where well sprayed, will be heavy, but where unsprayed, will yield scarcely half.

During the height of the late blight rage, Clarence M. Streiwig, of Glen Rock, showed the courage that is necessary in such seasons to bring his crop through. On a Saturday noon, with the blight at its worst, Mr. Streiwig's sprayer broke down, beyond repair. Discouraged, he went to Director L. O. Thompson to ask of him what he could still do to save his crop. Thompson advised him



Packing Blue Fifteens at the Sky High Seed Potato Farms, Limited, Coudersport, Pennsylvania. Left to right, Joe Renko, tying bags; Bill Roberts, feeding bags on bagger, and Director Ed. Fisher, manager of the farm, facing the grading machine.

with Nixon's words, "Spray, Spray, Spray—everyday Spray." Mr. Streiwig left that same evening in his truck for Michigan and returned home with a new eight row sprayer, mounted it on his tractor and was set to spray Thursday noon. Talk about spraying! That boy sure did spray—and brought his potatoes through in tip-top shape. Mr. Streiwig recently purchased one of Dr. Nix-

on's books on potato production and is using it as his guide. This past Spring he built a fine concrete potato storage.

H. H. Flinchbaugh, of Loganville, another York County grower of no small accomplishment, also beat the blight. He produced a fine Cobbler crop which ran over 400 bushels to the acre, and he is

(Continued on page 15)

WHERE DO WE GO FROM HERE?

(Continued from page 6)

of any given situation. Well, the trouble is that it doesn't. We take too much for granted.

When a commodity is thrown on the open market and allowed to shift for itself there is very little chance for the price to be maintained unless the demand exceeds the supply. That is the manner in which most fresh fruits and vegetables are marketed today. I think that the producer has a right to demand that his products be treated as merchandise (not simply a commodity) and sold as such. I think that the broker and jobber have a right to earn a legitimate profit out of the operation. I am sure the retailer feels no differently. And I feel, most of all, that the shipper is the one who can and must lead the way through constructive sales promotion. But it can't be done without intelligent planning under a modernized distributive system. The industry must first go through a complete process of functional rehabilitation.

Merchandising and advertising are simply an organized and co-ordinated form of mass salesmanship which, applied to the fruit and vegetable industry, means that produce does not have to depend essentially on the element of price to effect an increased movement through distribution channels whether it be an increase in the case of an individual shipper or an increase in the total consumer demand.

A lot can be said in favor of fresh fruits and vegetables but let us not feel too secure of our position. Competition in the food field is competition in one of its severest forms. Frosted foods, dried fruits and canned goods are right in there fighting all the time . . . and mostly at the expense of fresh fruits and vegetables. Yes, and they're doing something that very definitely resembles a merchandising job. With our present set-up we are far from being well equipped to compete with them in the field. You can't know how merchandising is done in other food lines and be very proud of our own industry in that respect.

Is it not better to think of the farm problem on fruits and vegetables in terms of increased consumption rather than restricted production? Does the average manufacturer in industry simply curtail his output and do nothing

about his outlet in order to maintain his business on a profitable basis? A recent census disclosed that 49 different industries are spending an average of \$5.78 per \$100 of gross sales in order to move "surplus" to market!

You may ask what our own organization is doing to meet this situation. This is not the place to discuss our own program. I will state, however, that we are alive to the possibilities of the situation.

Well, I've been taking a lot of space telling what I think is wrong. I have indulged rather liberally in criticism. It's because I have felt that it will be no small task to sell the fresh fruit and vegetable industry on the idea that there is anything basically missing . . . and hence the emphasis on the defects. But along with that I have tried to make a few comparisons to make the facts more graphic. I realize that any such movement needs a concrete program if it is to succeed because we must know what the objectives are and how we are to attain them. Otherwise all this is just a mess of words leading to confused thought.

We need first a change in fundamental viewpoint. We must learn that a different approach to our problem is possible. We must gain a clear conception of what we want . . . and sell ourselves the idea that it is indispensable to our industry.

It is not safe to lay down a broad general program without considerable study of the problems peculiar to each group that is involved. I could not nor would I personally attempt to formulate such a program on commodities with which I am not acquainted. I think I know what principles the general program should follow but I do not wish to appear dogmatic or presumptuous. There are many keen minds in this industry and some of them collectively should start to work on the blue prints . . . either sectionally or nationally. It is only to be hoped that too much time will not be wasted in trying to convince the skeptical that there is something sadly lacking.

It should be noted here that one large and successful organization in this industry has been outstanding in its merchandising and advertising for years. There are several groups of shippers who have more recently initiated a rather comprehensive program. And there are individual cases where a part of the merchandising function has been well

(Continued on page 18)

NEWS FROM OVER THE STATE

(Continued from page 13)

expecting even more of his Russet and Green Mountain crops.

A series of Potato Inspection Schools have been held during the past month in all sections of the State. At these schools, the majority of our inspectors of former years have taken additional training

to assure themselves that they are putting up a pack entirely within the Association grades. Dozens more in each section have had their first training and have since been licensed as Local Association Inspectors to competently put up the right sort of an Association pack. At the present writing, 154 men are now functioning as Association inspectors in the State.



Loading Blue Sixties at the Ivan Miller farm, Corry, Pennsylvania. Mr. Miller, Erie County Contact Man, at left, with his new belt elevator conveyor which is equipped with counter.

On August 30th, at Neffs, Lehigh County, one of the largest Inspection Schools in the history of the Association was held. At this School, 71 men, from Lehigh, Carbon, Schuylkill, Bucks, Berks, Northampton and Columbia Counties took the training given by State Supervising Inspector Don James, and qualified themselves for the service.

A School of Inspection for Bedford, Blair, Cambria, Centre, Clearfield, Indiana, Jefferson, Somerset and West-

moreland Counties was held on September 21st, at the farm of Director Evan D. Lewis, at Westmont, Johnstown. Twenty-eight men took the training of this School.

"Camp Potato" was host to a large crowd of growers on September 27th, for the digging and selecting of the seed potatoes grown this past year on the State College plots in Pitter County. Following the seedling program, the

(Continued on page 18)

ASSOCIATION ANNOUNCES REDUCTIONS IN TRADE- MARKED PAPER BAGS

(Continued from page 4)

UNCLASSIFIED 60's

\$39.00 per M, Delivered

The above prices include the wire loop ties and the commission to the association.

Delivery

All bags will be shipped either by rail or truck, whichever is most practical.

Terms

All bags will be shipped on a C.O.D. basis. Where bags are forwarded via rail, shipments will be made sight draft attached to bill of lading; when shipments go forward by truck, arrangements must be made by consignee to settle for same at destination, either by check or in cash.

Bag Orders

All orders for the association trade-marked potato bags must clear through the association office. No exceptions will be made to this regulation. Bags will be designated as *Blue Label 15's*, *Blue Label 60's*, *Red Label 60's*, etc.

When placing orders for bags which are to move by rail, give correct shipping address and name and address of the bank through which draft is to be drawn.

Printing

Printing on association trade-marked bags meets all the requirements of Act No. 275, approved May 28, 1937, and the Rules and regulations promulgated by the Secretary of Agriculture for the enforcement of the Act. Additional tags or printing is unnecessary.

Unclassified bags will be printed 60 lbs. net and with the words "*Unclassified Potatoes*."

Packing

Bags are wrapped in paper and tied. 60's are packed 100 to the bundle; 15's 250 to the bundle. Bundles cannot be broken.

Payment

When bags are shipped sight draft attached to bill of lading, pay *only* the amount of the draft when same corre-

sponds with the number of bags ordered and is in accordance with the price schedule herewith. When bags are delivered by truck, pay either in cash or check. Individual or company checks will be accepted by the trucking company handling the shipment. *In no instance* pay any additional freight or trucking charges. The prices quoted are delivered prices. Should any of the above irregularities occur with a shipment, refuse the shipment, and immediately contact this office.

Graduated Prices

In the Philadelphia and Pittsburgh marketing areas, the association has made arrangements for the movement of the association trade-marked pack below the grade of Blue Label (U. S. No. 1) and including the Unclassified paper pack, by signing a contract with reputable commission merchants in both Philadelphia and Pittsburgh.

In Philadelphia, all grades below the Blue Label will be handled by the C. G. Justice Company, of 119 Dock Street. This firm will have, for the convenience of our shippers, a man in their store to receive merchandise from 12 o'clock midnight to 12 o'clock noon. Upon notification, they will arrange to have someone take care of any arising emergency.

In Pittsburgh, Dobbins Brothers, of 2014 Pike Street, will handle the association grades below U. S. No. 1, and their store will be open for receiving continuously from 6:00 P. M. Sunday until 12 noon Saturday, closed only from Saturday noon until 6 P. M. Sunday.

These arrangements have been made with the above commission houses in our effort to popularize the association lower grades and in order that only one merchant in each market will be handling the association pack, thereby eliminating all competition in price on the pack.

The fixed commission of a commission merchant is 10%. Of this 10% taken by the sales agent, 3% will be refunded to the association on completion of the sale. The 3% refund, in turn, is being deducted from the commission on all association bags used for the lower grades, thus bringing the price of the container more nearly in line with the grade of potatoes being packed and sold.

The best news is frequently found among the advertisements.

"CAMP POTATO" HAS MANY VISITORS AND CONTRIBUTORS

Since the dedication of "Camp Potato" visitors as well as helpers have been abundant, as they were during the early building. The camp, the only thing of its kind anywhere, is a real attraction for not only those interested in the Pennsylvania potato industry, but for folks from many states.

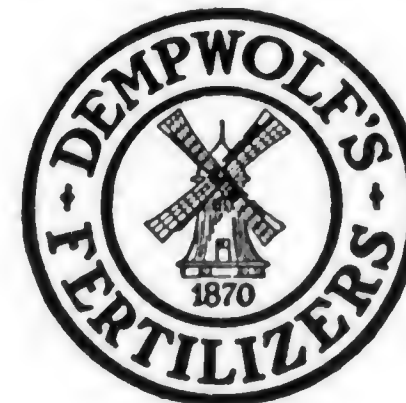
A recent visitor was O. C. Berry, of Ann Arbor, Michigan, who donated two days' work to the camp and then an additional day on the college breeding plots. The association thanks Mr. Berry for his interest and help.

Also the association wishes to publicly acknowledge recent cash contributions to the camp from W. W. Hayes, Lycoming County grower; Paul Sacco, Research Assistant to Dr. E. L. Nixon, State College, and the Davison Chemical Corporation, of Baltimore, Md.

FOR HEALTH, EAT POTATOES

For good health, the American people should eat 165 pounds of potatoes per person per year, according to the market analyst of the Pennsylvania Department of Agriculture. The nation's average consumption is 150 pounds.

A BETTER YIELD IN EVERY FIELD



York Chemical Works
YORK, PA.

Certified SEED POTATOES

Maine—IRISH COBBLERS
GREEN MOUNTAINS
KATAHDINS
CHIPPEWAS

Total production of all varieties, except Katahdins, due to excessive moisture, considerably less than last year. Field inspections showed uniformly thrifty, well rogued crops practically free of disease. Quality is superior. Will pack sound tubers of near ideal seed size.



Michigan—RURAL RUSSETS
GREEN MOUNTAINS

Most satisfactory weather for even stands, thrifty growth of vines, even set and high yields. All diseased and abnormal plants with tubers eliminated from fields as fast as they developed insures highest quality. Clean, typey stock graded to ten ounces.

Selected while growing in the field and accepted only when meeting all requirements. You take no chances, even certified crops differ. Write or wire us for prices.

"Every bag must be right"

Dougherty Seed Growers
Williamsport Penna.

MARKETING PENNSYLVANIA POTATOES FOR PROFIT AND LASTING SATISFACTION (Continued from page 3)

possible to make them too good. We have nothing to lose and everything to gain by making the reputation of Blue Labels as excellent as it is possible to do.

The results obtained by the State-wide marketing program have been far more beneficial to the Pennsylvania potato industry than even the most optimistic might have hoped for.

A large volume of well-graded potatoes have been shipped to most of our principal cities, distributed to thousands of stores and sold to thousands of satisfied Pennsylvania consumers. Much of the credit for this pioneering work rightfully belongs to you men in the producing sections who have been entrusted with much responsibility by the Pennsylvania Potato Growers' Association, and who have not failed in this trust.

By your tedious and painstaking services, lasting and far-reaching benefits have already resulted and will continue to improve conditions for those who grow potatoes in the Keystone State. It is perhaps difficult for many to realize, but apparent to those who are in frequent contact with Pennsylvania market conditions, that the stigma of shame derived from the disreputable packs of potatoes marketed by many Pennsylvania growers for some years, has in these past few years been mystically changed to a position of good repute through sound, practical merchandising. Never before have Pennsylvania's potatoes been in greater demand by wholesale and retail distributors, and what is even more important, demanded by Pennsylvania consumers. The ground work was only started in 1936, but from these first results it is not difficult to foresee much greater results in the future. In fact, reports now reaching the Department of Agriculture offices daily indicate that from all sections of the State renewed and increasing activity is in progress, which foretells much greater progress for successful potato marketing in 1938. Your enthusiastic and loyal support during the past has borne much fruit. Your continued enthusiasm will in no small measure insure the successful attainment of the ultimate goal of the Pennsylvania potato industry to secure a reputation for marketing high quality potatoes surpassed by no other State in the Union.

WHERE DO WE GO FROM HERE? (Continued from page 14)

executed but where the program has been incomplete.

I might state in passing that we have our trade associations. Those associations should be deserving of support by everyone in this industry. **We are on the threshold of a gigantic opportunity. It is so tremendous that the facts have scarcely been grasped.** The opportunity can be made clear through an intelligent and thorough educational program on the part of our associations backed by the trade papers.

We, in the produce field, have come into a great heritage. Let's keep that heritage in our hands. Let's show that we are worthy of it. But if we fail to render efficient service, if we fail to modernize ourselves, if we do not seize our great opportunity, then through the inexorable laws of economics we are very likely to pass out of the picture. The job will be done by others who have a different conception of their responsibility . . . perhaps even by the U. S. Department of Agriculture or state agencies! Don't laugh. Things as "strange" as that are happening. **The situation now is largely in our own hands but it may not always be.**

As I have said before it is essentially a shipper's function . . . individually or collectively. The broker and the jobber in many instances are ready to perform. The better class retailers are ready in all instances. But the shipper . . . where is the shipper?

My memory is rather short but I clearly recall a brief bit of verse that I read many years ago. It was in the humorous column of a metropolitan daily:

So many times
Upon his door
Did Fortune knock,
At last, to give
The youth her store,
She picked the lock!

Well, Fortune is not going to travel about with a skeleton key picking locks for us and dumping her store of wealth in our laps. But meanwhile Opportunity is standing outside and bawling its head off. Fortune is something that happens to the lucky. Opportunity is something to be seized by the aggressive. Let us scurry to the door, open up and seize it!

Reprinted from **THE PACKER**, the fruit and produce industry newspaper.

NEWS FROM OVER THE STATE

(Continued from page 13)

group attending met at the Sky High Seed Potato Farms, Ltd., Managed by Director Ed. Fisher, where an Inspection School was held for Clinton, Elk, Lycoming, McKean, Potter and Tioga Counties, as well as representatives from any other counties present. Thirty-four aspiring inspectors took part in the School.

Another School was held on September 28th, at the Powell & Flickinger Farm, near Cochran, Crawford County, for the benefit of growers of Butler, Clarion, Crawford, Erie, Forest, Lawrence, Mercer, Venango and Warren Counties. Thirty-one men and one woman took this training. Wayne A. Nindman, of Corsica, had the high score!

The Roy R. Hess farm, at Stillwater, Columbia County, was the scene of the Inspection School for the District comprising Bradford, Columbia, Lackawanna, Luzerne, Lycoming, Northumberland, Schuylkill, Sullivan, Tioga, Union and Wyoming counties, on October 5th. Results of this School are not yet available, but we know, with Don James supervising and S. R. Poole assisting, it was a success.

(Continued on page 22)

Whiterock Lime and Limestone



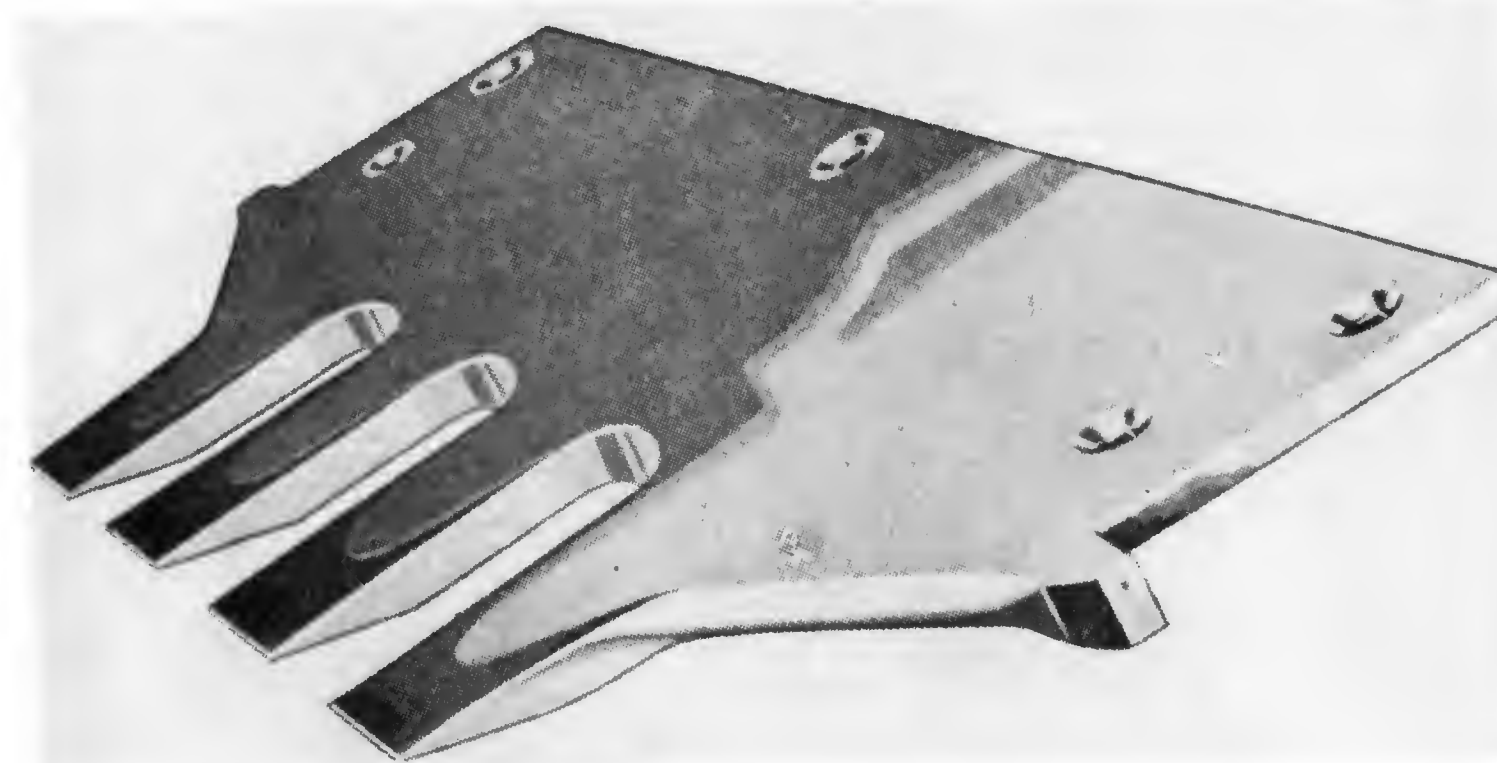
If you want to increase your profits in the Spring, do some systematic liming in the Fall.

ORDER NOW

WHITEROCK Nittany Brand
Agricultural Hydrate, Pulverized Limestone and Run of Kiln.

WHITEROCK QUARRIES
BELLEFONTE, PENNA.

The John Bean 4-Point Digger Blades Made for all popular makes of diggers on the market



26" blade\$7.80
22" blade 6.85
19" blade 6.60

24" blade\$7.10
20" blade 6.70
—All f.o.b. Bellefonte

Available Through Association Office—Bellefonte, Pa.

ANNOUNCING

the GUIDE POST'S

GROWER to GROWER EXCHANGE

Have You Anything to Buy, Sell or Swap?

If you have, the GUIDE POST, beginning with the next issue, will do your buying and selling for you in a new Classified Advertising Department.

Rates: Penny a word, minimum cost, 25 cents, payable with order. 10% reduction when four or more insertions are ordered at one time.

Dates: Always send ads to reach us on the 20th of the month previous to publication.

Give This Department a Try!

write

THE GUIDE POST

CARE

**Pennsylvania Cooperative Potato
Growers' Association, Inc.**

BELLEFONTE, PENNA.

Years of Experience . . .

Together with the desire to help solve the individual problems of those who require special or out of the ordinary equipment for the potato warehouse has placed the name BOGGS foremost in the minds of all potato and onion growers and shippers.

BOGGS are pioneers in the manufacture of Potato and Onion graders and cleaners and have more machines in use than all other makes combined.

Your inquiry will be appreciated.

Boggs Mfg. Corporation

Atlanta, N. Y.

Detroit Lakes, Minn.

PENNSYLVANIA POTATO GROWERS RECIPE!

PLANT GOOD SEED, FERTILIZE,
SPRAY THOROLY, PROVIDE
PROPER MOISTURE* AND DIG

WITH **OK CHAMPION**

BRUISE-PROOF, EASY RUNNING,
SHORT TURNING, CONTROLLED
ELEVATOR, CASTER WHEEL DIGGERS



OK CHAMPION—No 44 TWO ROW
No 88 ONE ROW
WITH PNEUMATIC TIRES, RIGID HITCH,
SPRING LEVER LIFT, OIL TEMPERED
ELEVATOR WEBS, TIMKEN BEARINGS,
HYATT BEARINGS, ADJUSTABLE 30 to
40 INCH ROWS. FIT ANY TRACTOR.
THE WORLD'S BEST DIGGERS.

★ PROVIDE MOISTURE WITH
OK CHAMPION IRRIGATION SYSTEMS.

DISTRIBUTED BY—LOEGLER & LADD, BUFFALO, NY—SE. McCUNE, NEW WATERFORD, OHIO

CHAMPION CORPORATION

4733 SHEFFIELD AVE.

HAMMOND IND.

CAPPING THE KEYSTONE*(Continued from page 7)*

business and can be protected against any use which it is reasonable to suppose will deceive the public. The protection is not only afforded as a matter of justice to the trader, but also to prevent imposition on the public.

The modern trade mark had its origin and was derived from symbolism which dates back to antiquity and trade marks proper appear to have been in use in England in the reign of Elizabeth. The first reported case in defence of a trade mark was in 1783. In the United States the first statute providing for the protection of trade marks through registration was that of 1870 which subsequently was held to be unconstitutional by the Supreme Court. At present the registration of trade marks is governed by the provision of Chapter 592 U. S. Statutes at Large, 1905, which are constitutional because based upon the Commerce Clause of the Constitution.

The trade mark adopted by the Pennsylvania Co-operative Potato Growers' Association, Inc. and printed on all bags in which potatoes are being offered for sale through the Association, therefore, is an expression of confidence in the merits of the pack and a guarantee to the consuming public.

The conclusion of the entire matter is: that the trade-mark adopted by the association and placed on the potato bags, is to that bag of potatoes what a signature is to a letter. It is the visible and definite assumption of responsibility for the pack. It is the symbol with which is said: "We made this pack and we are proud of it." It is the pledge of satisfaction put there for your guidance and protection. An un-trade-marked pack of potatoes is like an anonymous letter—it may be trustworthy, but who knows? If the party who put up the pack knows, his trade-mark isn't there to prove it. It is a pig in a poke—a doubtful quantity.

It is for all of us to spend our money as we see fit. It is for the wisest of us to get the utmost of quality and value for our money—and in this category come the consistent purchasers of Association Trade-Marked potatoes.

POTATO CHIPS*(Continued from page 9)*

that cultivation and crop rotation are the best means of control for wire worm?

that the marketing agreement program for control of potato shipments in interstate commerce received less than two-thirds approval from growers, so will not become effective?

that 10,000 New York State growers gathered for the ninth annual field day of the N. Y. State Potato Club near Buffalo on August 11th?

that Ohio, Michigan, New York, Maine and a number of States in the West have compulsory potato marking laws similar to the Pennsylvania law?

that potatoes shipped into Pennsylvania from other States must be properly marked as to grade as soon as they are resold?

that four times as many Blue Label pecks have been sold this year as were sold two years ago when the early shipments were very heavy?

that the September 1st estimate of the U. S. potato crop indicated 377 million bushels, having dropped from 385 million indicated on August 1st and that the October estimate is expected to drop still further?

"BILL SHAKESPUD"**OVER THE PICKING TABLE***(Continued from page 10)*

Should not all dairy buildings be built of butter-nut?

If Cy cedar on the street, would cypress her hand?

Do you think the above are chestnuts?

Why do school boys who catch bass usually catch the birch?

We pine to spruce up these chestnuts but wood it be poplar?

NEWS FROM OVER THE STATE*(Continued from page 19)*

York County has a school scheduled for Wednesday, October 12th, at the McPherson Brothers farm, Bridgeton. Adams, Chester, Cumberland, Lancaster, Lebanon, and York Counties will take advantage of the training of this school.

Make Manure in the Soil



IT TAKES A LOT OF WORK, and costs a lot of money to build a compost pile. It has to be kept wet, forked over once or twice, and finally hauled and spread on the land.

This is not necessary!!

Crop wastes will rot down just as quickly—will make just as good humus—will grow just as good crops—if plowed down "As Is" with 300-500 pounds of Granular 'Aero' Cyanamid per acre, as they will if put through the compost pile or the feed lot.

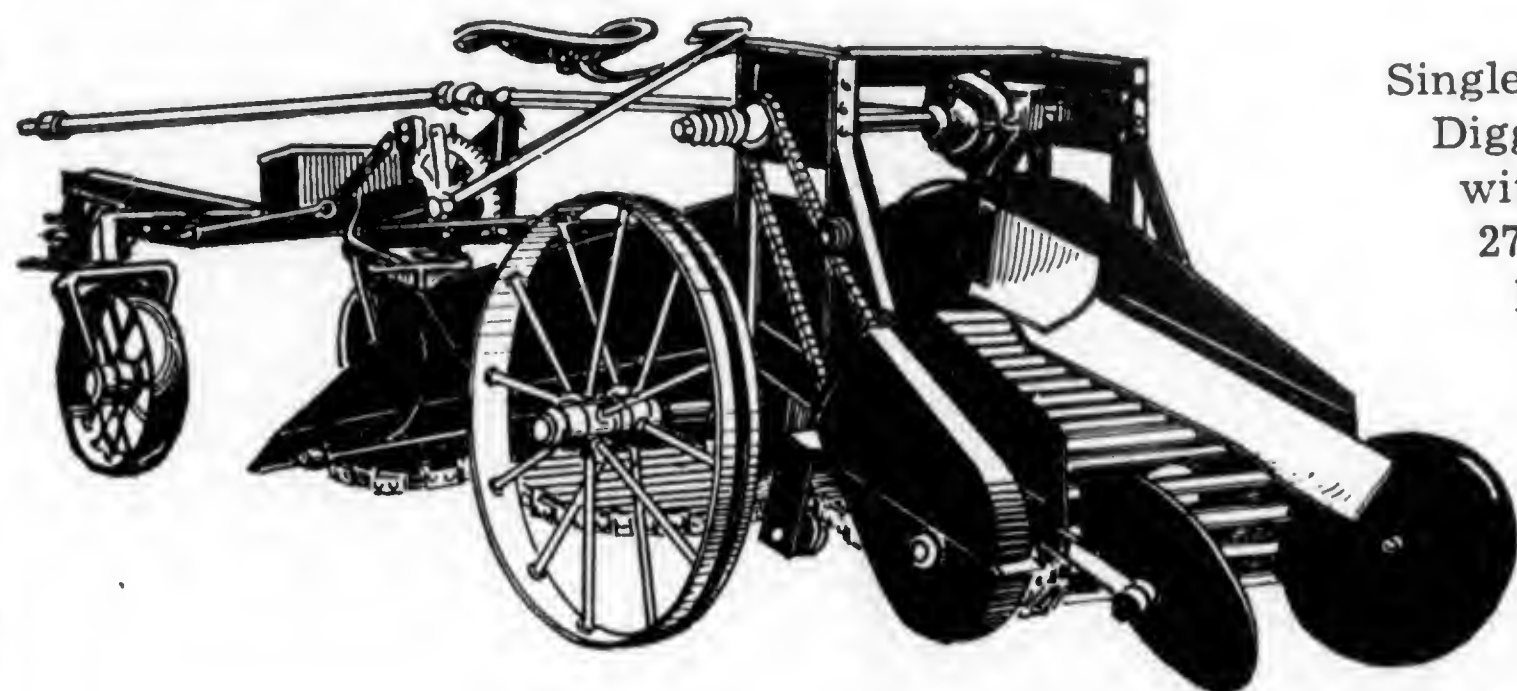


Write for Leaflet F-155

AMERICAN CYANAMID COMPANY
30 ROCKEFELLER PLAZA NEW YORK, N. Y.

Save Your Potato Crop!

The IRON AGE KID GLOVE POTATO DIGGER has successfully harvested potato crops which would have been a total loss if the harvesting depended on the conventional type diggers. Don't abandon the crop because of wet, grassy or weedy conditions without first trying the Iron Age Kid Glove Digger.



Single-row
Digger
with
27"
Elevator

Wouldn't Have Other Diggers As a Gift!

Belhaven, N. C.,
September 9, 1938.

"I have been growing potatoes for 42 years, and during that time I have used all the potato diggers known to progressive growers, and would like to state, after using the Iron Age Kid Glove Two Row Digger, in digging 600 acres, I would rather buy an Iron Age Kid Glove at its high price than to have any other known digger given to me.

"I also used your digger in harvesting onions, three rows at two feet apart at a time, and it did wonderful work notwithstanding the fact that the land was completely matted with crowfoot and bull grass."

S. W. WILKINSON.

The Iron Age Kid Glove Digger stands the gaff. It is the most rugged and strongest digger on the market, but it handles the potatoes with a "kid glove" touch and prevents mechanical injury. Designed and made to be tractor-drawn instead of horse-drawn. Made in two sizes—One row with 27-inch elevator—Two row with 60-inch elevator.

For immediate delivery, telephone York 5467. Or write for catalog and get posted on the digger you will want next year.

A. B. FARQUHAR CO., Limited
BOX 1230 YORK, PENNSYLVANIA.

LIBRARY
SCHOOL OF AGRICULTURE
AND EXPERIMENT STATION

THE PENNSYLVANIA STATE COLLEGE
STATE COLLEGE, PA.

THE GUIDE POST



VOLUME XV

NUMBER II



NOVEMBER • 1938

PUBLISHED BY THE
PENNSYLVANIA COOPERATIVE
POTATO GROWERS ASSOCIATION
INCORPORATED

Are You On Top Of the Market?

A large percentage of No. 1's, well-shaped and of good cooking quality, puts any potato grower on top of the market. Potash plays a big part in the production of No. 1's. It also rounds out the tubers and prevents blackening in cooked potatoes.

If you are not satisfied with the yields and quality of your crop this year, consult your experiment station or county agent about the fertility of your soils. Make sure that next year's plantings are supplied with enough available potash. Potatoes remove from the soil more potash than nitrogen and phosphoric acid combined. See your fertilizer dealer. You will be surprised how little extra it costs to apply enough potash to insure profit.

To guard against deficiency, apply at least 200 lbs. of actual potash per acre. With usual rates of application this means that the mixed fertilizer must contain at least 10% K_2O .

Write us for additional information
and literature on fertilizing
your crops.



American Potash Institute, Inc.

INVESTMENT BUILDING

WASHINGTON, D. C.

The Market Outlook

By THE OBSERVER

Lest anyone should be led astray, this report of present market conditions and of possible market trends is in no way intended as a forecast of prices during the remainder of the 1938 crop marketing season. The figures used are from official Government reports. Any inference drawn from the article as to future prices should be tempered by the fact that price trends of farm commodities do not always follow the course that might be expected.

The usual digging-time glut with resulting low prices and sluggish demand has been experienced. The slow movement of potatoes into consumers' hands this Fall has been accentuated by warm weather and by more than the usual quantity of low grade and wastey tubers. Carlot shipments have been lighter than normal with truck receipts from nearby producing sections heavier into principal eastern markets. Carlot track holdings in sixteen leading cities of the U. S. have decreased from 992 cars on October 3rd to 591 cars on October 25th. City dealers have not stocked heavily, if carlot shipments are an indication, Maine having shipped only 1988 cars through October 25th, compared with 6733 cars to the same date in 1937 and 7141 cars in 1936—total shipments from all States are 15,000 cars behind 1937. Retail distributors stated that potatoes have moved into consumers' hands more slowly during the past few weeks than is ordinarily expected for this season of the year. Colder weather is expected to speed up the movement, however.

The Cleveland market is at present (October 25th) \$1.45-\$1.60 per 100-lb. sacks of Maine Green Mountains, \$1.00-\$1.15 for Michigan Russets. Pittsburgh, \$1.30-\$1.40 for Maine Green Mountains, \$1.15 for Michigan Russets and \$1.25-\$1.40 for New Jersey Chippewas. Maine Green Mountains are not quoted in the Philadelphia market where Pennsylvania Round Whites and Russets are bringing \$1.00-\$1.25 but in Baltimore, Maine Mountains are quoted at \$1.25-\$1.35.

The October 1st crop estimate showed a decrease of 4,600,000 bushels from the September report. Many observers believe the November report (which will be released before this GUIDE POST is

available) may show a further drop from the 473 million bushel crop estimated on October 1st. Very favorable growing and harvesting weather during October in many late sections, however, may tend to offset any appreciable decrease in the estimate for the entire United States.

The October crop estimate for the eastern States shows a relatively shorter crop than in the central States. The group comprising Maine, New York and Pennsylvania has a crop of 91,000,000 bushels indicated for this year, compared with 102,000,000 bushels in 1937, a decrease of 11 million bushels. Michigan, Minnesota, Wisconsin and Nebraska, on the other hand, show 81,000,000 bushels this year, compared with 79,000,000 bushels last season, an increase of two million. This relatively short crop in the east might ordinarily be expected to strengthen the large eastern markets, New York, Boston, Philadelphia and Pittsburgh, to a stronger position than Chicago, Detroit, Cincinnati and Cleveland. This has not been the case, however, as the latter group of cities have generally shown the stronger market tendency through the season.

Growers and dealers in Pennsylvania have quite generally discussed the possibility and accepted the probability that potatoes would reach \$1.00 a bushel wholesale in Pennsylvania within the next few months. The final Government report will have a potent bearing on the "if and when of dollar potatoes."

It is reported that the recent carlot movement of potatoes has been at the lowest point of any time in the history of the Government records. The States of Maine and Idaho are becoming so alarmed at the apparent consumer neglect for potatoes that a national Potato Week is being planned in the attempt to get the American housewife potato-minded again.

There is also the question of the purchasing power of the masses, with business activity, employment and wage payments at low points but probably definitely on the upgrade.

To summarize, it has been an unusual season both from the standpoint of production and marketing. It has been one

(Continued on page 18)

THE GUIDE POST

Published monthly by the Pennsylvania
Cooperative Potato Growers, Inc.

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Annual membership fee \$1.00. This includes the Guide Post.

All communications should be addressed to E. B. Bower, Secretary-Treasurer and General Manager, Bellefonte, Pennsylvania.

DAYS OF NOVEMBER

We must have dreams, flamboyant, beautiful,
Vistas of strange, wild places never seen—

Flights to the moon, fantastic, colorful,
Roads to adventure, brave with gold and green!

There must be dreams! Else, clods and dullards, we
Would never hear the ghosts of muted strings,
Would never sense the travail of a tree,
Nor share a bird's mad rapture while it sings.

Life, give us dreams! The way is hard to go.
When darkness rides, the heart, the soul has need
Of rainbow trails and visions, even though,
If one goes shod with dreams, his feet must bleed!

—MAZIE V. CARUTHERS

Veteran Potato Grower Passes Away

It is with profound sorrow that Potato Growers and friends in general will receive the news of the passing of John C. Wiley, of New Park, Penna. Mr. Wiley died November 5th, in the York Hospital, where he had been confined less than a week with pneumonia.

The previous Saturday he had called at the hospital to visit a sick neighbor. Upon returning home he complained of not feeling well. He went to bed and on Monday was removed to the hospital where he later died.

Always very active in church and community affairs, Mr. Wiley was especially proud of the fact that he was a farmer and raiser of livestock, and nothing gave him more satisfaction than a good crop of potatoes.

At the age of 85, he recently helped to raze the CCC Camp, near Ridgway, which was later built into "Camp Potato." He attended the dedication of the camp on August 17th, at Coudersport, Penna., and was keenly interested in the plans for its use for the Potato Industry in Pennsylvania.

Although advanced in years, Mr. Wiley was as young as many men at sixty; he drove his own car everywhere, and was proud of his 24 year record as a driver without an accident.

Mr. Wiley's acquaintance was broadened by travel, his visits taking him to Florida, Cuba, California and seven provinces of Canada.

In his community, Centre Presbyterian Church was honored to have had Mr. Wiley's services as an elder for 56 years. He was always much opposed to alcoholic drinks and the use of tobacco.

Mr. Wiley will be greatly missed. His many friends extend their sincere sympathy to his family in their bereavement.

—Courtesy of Jas L. Zellers,
Stewartstown, Penna.

A young man once went to Peru,
To do what he ought not to do.
His first wife arrived,
And the second she cried,
Which made the young man very blue.

Marketing Pennsylvania Quality Potatoes for Profit and Lasting Satisfaction

"WHICH SIDE OF THE FENCE ARE YOU ON?"

By L. T. DENNISTON

Potato Interests, State Department of Agriculture

1. Are you looking at potato growing as a business over a period of years—or
2. Do you believe in Pennsylvania potato growers organizing and cooperating to advance their interests and their industry—or
3. Do you believe in seeking newer and more modern means of production and merchandising—or
4. Is your farm machinery, more particularly your potato equipment, under storage for the winter—or
5. Was your present potato crop dug and stored carefully to prevent injury and insure good keeping—or
6. Is your crop in safe storage from low freezing temperatures which will soon be upon us—or
7. Do your scales balance and are they correct—or
8. Are you merchandising your potatoes—or
9. Are you more interested in your product pleasing the purchaser—or
10. The progressive, smart potato grower thinks of his seed supply and next year's crop at least a year ahead.
11. Do you stick religiously by the program of direct or one year seed—or
12. Do you take as much interest in merchandising your crop as you do in growing it—or
13. Are you proud of the pack and the package you offer the trade—or
14. Do you keep your grader in good working order, accurate as to sizing—or
15. Do you have ample light over the grader when grading or packing—or
16. Have you shaded windows or openings to your storage or potato bin to prevent greening—or
1. Are you an in and outer looking only for immediate cash?
2. Do you believe in every one for himself and "the devil take the hind most"?
3. Are you satisfied—believe that there are no problems for the grower or the industry to be solved?
4. Is your equipment still out in the rain to rust away and deteriorate?
5. Was it handled like so much cord wood with no thought of future keeping, rot, breakdown, and grade outs at market time?
6. Are you taking a chance on temporary storage, or storage lacking in sufficient insulation?
7. Are your scales cheating the buyer or yourself by their being out of balance or incorrect?
8. Are you taking what you are offered?
9. Are you more interested in simply receiving your pay?
10. The grower who gives no thought to seed and the future crop until spring usually ends up by using what is at hand and then crabs about a poor crop.
11. Do you kid yourself on this score and go more on looks than on facts and proven practices?
12. Do you leave marketing or merchandising to the other fellow without knowing if you are getting your share?
13. Are you following the program of least resistance of any grade and any package?
14. Is this a matter you have never given much thought?
15. Do you work in the dark?
16. Are you not aware that greening is one of the most serious blemishes or injuries affecting quality?

(Continued on page 16)

News From Over the State

Lehigh County was host on Tuesday, October 11th, to a large group of growers, officials from the Department of Agriculture and The Pennsylvania State College and friends for the digging of the Dr. E. L. Nixon potato seedling test plots grown this year in northern Lehigh County.

In these test plots, Dr. Nixon this year tried 45 of the most promising new varieties developed in The Pennsylvania

State College green houses and the experimental plots in Potter County during the last five years, to see what they would do under field conditions in southeastern Pennsylvania.

The yields made by some of these varieties were exceptionally good, ranging from 328.5 bushels to the acre to the highest, 719.4 bushels to the acre. The latter was of the White Rural type.

All of the test potatoes were grown



HARVESTING PENNSYLVANIA QUALITY POTATOES IN THE LEHIGH VALLEY.—Potato growers of Lehigh and adjoining counties gathered at the farm of P. Daniel Frantz, Coplay, Lehigh County, on October 11th, to witness the digging of potato seedlings, the checking of a high yield of Pennsylvania quality potatoes and a potato picking contest. The picking contest was won by Willoby Rote, who picked 10 bushels and 33 pounds in ten minutes, for an average of over a bushel per minute.

under good conditions, the same for each variety. They received an application of 600 pounds of 7-21-21 fertilizer, and were well sprayed.

In addition to the varietal test conducted in this plot, Dr. Nixon ran a potash test to learn what influence different amounts of potash have in controlling disease. A strip 50 feet wide across the rows was given an additional applica-

tion of 150 pounds of potash (to the acre); then a strip of 50 feet was left as a check; and another strip of 50 feet was treated with 300 pounds of potash. The potatoes from each plot, according to varieties, will be planted again in this same section next year to determine the extent of disease developing following these different treatments.

The average yield of this year's seedlings in the check plots receiving the

straight 7-21-21 application, was 511.4 bushels to the acre. The addition of 150 pounds of potash per acre raised the yield to 524.1 bushels. The heavier potash application reduced the yield to 502.4 bushels per acre. However, some varieties responded materially to heavier potash treatment, while others yielded less, indicating that different varieties may be affected more by potash than others.

★ ★ ★

In conjunction with the Lehigh seedling digging, a potato picking contest was conducted on the farm of Director P. Daniel Frantz, Coplay, R. F. D. No. 1, Pa., on the same day, under the direction of L. T. Denniston, in charge, Potato Interests, Harrisburg, Pa., and A. L. Hacker, Lehigh County Agricultural Agent, of Allentown, Pa.

Pickers taking part in the contest picked against time (10 minutes) with L. T. Denniston holding the stop watch, in a measured acre which yielded 496 bushels. Two rows of potatoes were thrown together, and picking was done into crates, previously distributed along the rows. Picking began with a starting gun, fired by Mr. Hacker, and all potatoes picked by each contestant were weighed in the field.

★ ★ ★

The first group of pickers was as follows:

Mrs. Irene Rabert, Slatington, Pa., 534 lbs.

F. S. Tice, Hilltown, Pa., 553 lbs.

Alfred Henry, Slatington, Pa., 548 lbs.

Waukes Kern, Coplay, R. 1, Pa., 495 lbs.

Samuel Geiger, Schnecksville, Pa., 566 lbs.

making Samuel Geiger, with 566 lbs., winner of the first round, and F. S. Tice, with 553 lbs., runner-up.

The second group was as follows:

Mrs. Helen Weiland, Coplay, R. 1, Pa., 615 lbs.

Willoby Rote, Coplay, R. 1, Pa., 633 lbs.

J. R. Fetterolf, Kempton, R. D., Pa., 579 lbs.

Pat Bond, Egypt, Pa., 489 lbs.

Daniel Mintzer, Schnecksville, Pa., 603 lbs.

making Willoby Rote, with 633 lbs., winner of the second round, and Mrs. Helen Weiland, with 615 lbs., runner-up.

Cumberland County can well look to Grower Guy F. Hollinger, R. F. D. No. 5, Mechanicsburg, who this year joins the ranks of the 400 Bushel Club members. In 1928, ten Cumberland County growers made this club. Mr. Hollinger is the only man outside the original group to make 400 bushels or better since in this county.

Mr. Hollinger's winning acre yielded 410 bushels, as checked by County Agent W. Irvin Galt, of quality Green Mountains, grown from one-year-old seed, planted 18 bushels to the acre on April 28th, at a depth of 6", in 12" rows and 34" between the rows.

Ten tons of manure were applied to the acre in the winter and, after planting, it was harrowed two times, cultivated four times, weeded six times, and sprayed twelve times, at a pressure of 350 lbs., and fertilized with 3-12-6 analysis at 700 lbs. to the acre.

★ ★ ★

Another Cumberland County grower, William J. Strong, Jr., of R. F. D. No. 3, Mechanicsburg, is also a 400 Bushel Club member this year, with a 423.8 yield of Michigan Russets, grown on an acre measured by County Agent Galt.

This acre was applied with ten tons of manure in the winter, harrowed three times, after planting, cultivated three times, weeded six times, and sprayed with 300 lbs. pressure, twelve times. 500 lbs. of 7-21-21 analysis fertilizer were applied.

★ ★ ★

An outstanding 534 bushel yield of Green Mountains, grown by Newlin Hogeland, of Southampton, Bucks County, is reported by County Agent W. F. Greenawalt.

Mr. Hogeland used twelve tons of manure in the winter, plowed to a depth of 9" in the spring, and planted 20 bushels of Maine seed to the acre. The field was cultivated twice, weeded ten times, sprayed twelve times, at 400 lbs. pressure, and received 1600 pounds of 5-8-10 fertilizer to the acre.

★ ★ ★

George Hummer, Crawford County grower, of Titusville, R. F. D. No. 3, is just reported to have a yield of 508.6 bushels of potatoes per acre, by Crawford County Agent C. D. Sproat. Unfortunately, information as to how the crop was grown is not available.

(Continued on page 14)

POTATO CHIPS

—by—

Thanksgiving season at hand again. The vagaries of nature made the season disappointing to many growers. Probably never before has a season demonstrated more clearly that trusting to nature—or good luck if you will—does not buy the groceries. Growers who took no chances with poor seed, low fertility, lack of cultivation and insufficient spraying have harvested large crops. Many who relied on Dame Fortune for 400-bushel yields found her to be a rather fickle old girl.

* * *

Strange thing but perhaps only human nature that the grower who doesn't believe in selling his own potato crop graded, yells the loudest when the seed potatoes he purchases are not up to snuff. That seems to be a horse of a different color.

* * *

The noted economist, Roger W. Babson, has said, "The cooperative movement originated with men who studied, discussed, thought and worked. The same type of cooperators who initiated the institution are still needed, if it is to be perpetuated."

* * *

The digging demonstration of Dr. Nixon's thousands of seedling varieties at Coudersport on September 27th was a revelation to all those in attendance. Surely out of so promising a selection several varieties may be established better fitted to conditions in Pennsylvania than anything now grown. Any number of heavy yielders capable of producing 400 to 600 bushels per acre will bear further watching as to market value, cooking quality, resistance to disease and adaptability to adverse growing conditions in all parts of the State.

* * *

The man who has nothing to boast of but his illustrious ancestors is like a potato—the only good belonging to him is underground.

* * *

In the short space of the two seasons what have *relatively few* of Pennsylvania's potato growers accomplished through cooperative effort? They have definitely raised the price level for ALL

PENNSYLVANIA POTATOES. They have re-established Pennsylvania potatoes in the quality field, with preference over spuds from any other State. They have convinced Pennsylvania housewives of the superior quality of well-graded Keystone tubers. They have secured legislation and a special appropriation for the advancement of the Pennsylvania potato industry. They have established "Camp Potato" for the developing of new varieties best adapted to Pennsylvania conditions. When a mere handful of growers working together can accomplish so many benefits for the industry in so short a time, what tremendous results might be obtained if a majority of Pennsylvania's growers would put their shoulder to the wheel!

* * *

The present Baltimore market for York County partly graded potatoes is 80c-85c a hundred. The Blue Label Peck price delivered in the same market is 22c or \$1.35 a hundred. Cost of packing pecks is a little higher and a better grade is required but nevertheless 45c to 50c a hundred is a whale of a difference on the present market.

* * *

What about variety performance in Pennsylvania during the past season? Sixty-seven (67) counties in the State and all kinds of soils, climate, seed and cultural practices, makes innumerable combination of factors possible but a general cross-section of results seems to be as follows:

Cobblers—generally fair to moderately high yields—quality generally high.

Nittany—excellent results reported quite uniformly with yields exceeding the Cobbler—much heavier plantings may be expected next year.

Chippewa—yields generally fair, and, where scab was not a factor of high quality, too susceptible to scab to ever be popular in Pennsylvania.

Katahdin—very high yields and quality generally high—look for increased plantings in 1939.

Pennigan—some very high yields obtained with this new variety, size of tubers was large and uniformly

"Bill Shakespod"

smooth—will bear watching over the next few years.

Russet—growers who got late rains before vines were dead received good yields but many yields were very low—stem-end discoloration, second growth and growth cracks lowers the U. S. Ones from 10 to 50% as usual—probably not half as many Russets will be planted in 1939—many growers entirely disgusted with it.

* * *

Do you sell graded potatoes for a profit or do you just sell potatoes?

* * *

The Bureau of Markets has placed three Supervising Inspectors on potato work for the coming season. George R. Pawson is located at North East from where he will handle grade supervision in northwestern counties. "Bob" Dunkelberger, located at Ebensburg, will handle southwestern and central counties. "Bill" Enterline will handle all eastern counties from Allentown. These men have all had years of experience, are well-known to Pennsylvania growers and shippers, and are ever-ready and willing to assist in grading, packing and marketing any and all Pennsylvania potatoes.

* * *

From the "Manitoba Cooperator" the following pertinent paragraph was perused, "History teaches us no surer thing than this, that the increasing purpose in human life of which the poet sings, finds its expression in human cooperation, which having carried the race from savagery to civilization, will carry it on to universal brotherhood."

* * *

The first Blue Labeled Pecks checked by Supervisor Enterline showed *no defects*. We can't all pack them that well but there's nothing to prevent us from trying.

* * *

It ain't the guns nor armament, nor funds that they can pay,
But the close cooperation that makes them win the day.
It ain't the individual, nor the army as a whole

But the everlasting team work of every bloomin' soul.

—KIPLING.

* * *

Harry Stockdale, who works in most of the principal potato States in the east and central west, was recently heard to remark that "probably no State in the Union has ever staged a more thorough educational program for the grading and inspection of potatoes than Pennsylvania has during the past three years." There are few counties in the State which have not had one or more grading demonstrations by "Bob" Donaldson of the Extension Service and all principal potato growing districts have had grading and inspection training classes under the direction of the Bureau of Markets during the past few years. Is it any wonder that Pennsylvania growers are becoming grade conscious?

* * *

One of the many new packers of Blue Labels this year is L. O. Thompson of New Freedom in York County. Mr. Thompson, a director of the association, had not previously packed in pecks because he was "advised" the cost exceeded packing a barnyard grade in second-hand burlap. He would now like to show the skeptical his complete cost figures and *net returns* in paper compared to packing in "4-8-7" bags. He states that packing paper pecks compared to the old way makes him the easiest \$20.00 a day he ever earned. And twenty-dollar bills don't grow on every tree in the yard!

* * *

Jacob Baker, chief of the U. S. Government Commission which recently made a survey of the cooperative movement in Europe reported at a large cooperative meeting in Pennsylvania that one hundred million families scattered throughout the world, which is one-fourth of the world's population, are now members of cooperative enterprises. These groups are engaged in furnishing practically every service needed by man for his economic well-being, from production to distribution, from credit organizations to health insurance, from the production of timber to the retail selling of matches in the corner con-

(Continued on page 18)

Pennsylvania Potatoes for Pennsylvanians

from a radio talk by L. T. DENNISTON, of Potato Interests

"We are around to the old saying once more, 'The frost is on the pumpkins and the corn is in the shock.' In other words, this is the harvest season. Pennsylvania farmers, who furnish so much of the nourishing and appetizing foods we enjoy during the year, have been in a grand rush during the recent weeks to store away the last of the fall and winter supply.

"One of the most basic food crops to be harvested at this time, before freezing weather sets in, is the potato crop. Some prefer to call them 'Murfheys,' some just "'taters'... while some prefer to call them 'spuds.' The botanist, being more technical, refers to them as *Solanum Tuberosum*. Potatoes, in this country, form the basis of most meals for rich and poor alike. They are an appetizing, nutritious and energy producing food. To thousands of Pennsylvania's less fortunate—potatoes are bread.

"Pennsylvania is blessed with rich farm land of many different types of rich soil. Rich farm land and rich soils, combined with favorable climate and intelligent farmers, result in productive crops of nutritious, appetizing and energy building foods. Pennsylvania potato growers are noted throughout the nation for their ability to produce high yields of high quality potatoes. This reputation of quality, until more recent years, was better established in distant markets than within our own border of Pennsylvania. Pennsylvania potatoes have been in demand in New York and Boston for baking; in Chicago and Kansas City, for chipping, and in other distant markets for various culinary uses.

"Pennsylvania potato growers, in cooperation with the State Department of Agriculture, recently launched a program to bring to our own people the true merits of Pennsylvania potatoes, produced on our own rich soils and farm land. Much credit for initiating and furthering this program should go to Secretary of Agriculture J. Hansell French.

"Pennsylvania quality, home-grown potatoes are now available in Harrisburg food stores, and food stores of other towns throughout the State, in identified consumer peck bags. These identified packages are labeled with a blue key-

stone, which denotes a top grade of good quality. You will be sure you are getting well graded, good cooking potatoes when you purchase the blue label pack.

"Pennsylvania potato growers through their State Potato Growers' Association, in cooperation with the Department of Agriculture, are sponsoring a number of unusual programs, for the benefit of the potato grower, the food distributors and the consumers, or the Pennsylvania housewife. Chief among these activities are:

"The creation of 'Camp Potato,' on a 270-acre farm on the top of the Allegheny Mountains in Potter County, devoted to a Potato Youth Program and the development and promotion of new potato varieties, better suited to Pennsylvania soils, and of superior quality for the trade and the consumer.

"A marketing program aimed at a more profitable and ready market for the grower, a more merchantable article for the food distributor, and a quality-guaranteed product for the consumer.

"Tests to determine and prove the quality of Pennsylvania potatoes for different culinary uses, such as for baking, frying, mashing, chipping and other preferred or special uses. The Baking Booth at the annual Pennsylvania Farm Show has established Pennsylvania rural potatoes as excellent bakers.

"The potato in the past and even today is taken too much for granted. We aim to point out and make people conscious of the difference in seed, methods of production, care in storage, the value of the different grades, special uses of different varieties, and a full realization of the true merits of Pennsylvania grown potatoes, produced on our fertile, rich Pennsylvania farm land."

Pearls and Hearts

Irritations or troubles have about the same effect on an oyster as they do on human beings. Sometimes irritations within the shell of an oyster makes a pearl. Sometimes troubles makes pearls out of human's hearts.

—*Dairymen's League News.*

Pennsylvania Quality Potatoes for Pennsylvanians

Appetizing Ways To Prepare Them

Beef Cannelon with Tomato Sauce

- 1 large cupful cold boiled PENNSYLVANIA potatoes
- 1 pound uncooked beef, chopped fine
- 1 teaspoonful of salt
- 1 egg unbeaten
- $\frac{1}{4}$ teaspoon of white pepper
- $\frac{1}{2}$ cupful beef extract
- 1 tablespoonful butter

Mix together beef, potatoes, salt, and pepper, and stir in egg last. Form into a roll six inches long. Roll this in a piece of white paper which has been oiled on both sides. Place on a baking-pan and add the beef extract and the butter. Bake half an hour, basting twice over the paper. To serve beef cannelon, remove the paper, place the roll on the platter, and pour over it

Tomato Sauce

- 1 tablespoonful butter
- 1 cupful strained tomatoes
- 1 teaspoonful onion juice
- 1 tablespoonful flour
- $\frac{1}{4}$ teaspoonful white pepper
- 1 bay-leaf

Add onion, bay-leaf, salt and pepper to tomatoes. Rub the butter and flour together and place in inner kettle of oatmeal cooker, set over the fire, add the tomato, and stir until it boils. Then place the kettle over hot water in the lower half of the oatmeal cooker, and cook so for ten minutes, when it is ready to serve.

* * *

Hamburg Vegetable Soup

- 1 pound of hamburg steak
- 2 cupsful PENNSYLVANIA diced potatoes
- 1 large onion, chopped fine
- 1 cup shredded cabbage
- 1 quart of water
- 1 cupful of tomatoes, or
- 1 can tomato soup
- $\frac{1}{4}$ cupful rice
- 1 large carrot, sliced
- 3 stalks of celery, or
- $\frac{1}{2}$ teaspoonful of celery seed

Cook all the ingredients together until well done. Corn, beans, or any left-over vegetables may be added. This is quickly made and when served with crisp toast or crackers makes a delicious supper dish for cool evenings.

Fish Chowder

- 4 cups diced raw PENNSYLVANIA potatoes
- 2 pounds raw cod, halibut or had-dock, diced
- 2 onions, sliced
- 1 inch cube fat salt pork or bacon, minced
- $\frac{1}{8}$ teaspoon black pepper
- 2 teaspoons salt
- 2 tablespoons butter
- 1 pint of milk
- 4 soda crackers
- 2 cups water

Skin and bone fish. Place cleaned head and bones in 2 cups cold water, bring slowly to a boil, cook gently for half an hour; strain. Cook pork until light brown, being careful not to scorch the fat, fry onion in fat until golden (not brown), then add potato and 2 cups hot water, cook 5 minutes, add fish and fish broth, let simmer about 10 minutes or until done. Soak buttered toasted crackers in hot milk a minute, combine mixtures, season and serve promptly.



Pulverized Agricultural Limestone

Ground Quicklime
(Agricultural)

Nittany Hydrated Lime

Run of Kiln Lump Lime

"Quality assured by
Supervision of Expert Chemist"

WHITEROCK QUARRIES

BELLEFONTE, PENNA.

OVER THE PICKING TABLE

by INSPECTOR THROWOUT

"It is well for a man to respect his own vocation, whatever it is, and to think himself bound to uphold it, and to claim for it the respect it deserves."

—CHARLES DICKENS

★ ★ ★

"Doubt whom you will, but never yourself."

★ ★ ★

"Potato growers must go after what they want; what they do not want, will come after them."

★ ★ ★

Angry Wife: "Are all men fools?"
Husband: "No! Some are bachelors."

★ ★ ★

A blond with bewitching technique
Vamped a dark-haired young hero, a Grique.

But she ditched him next day,
When he'd nothing to say,
To sique someone else who could spique!

★ ★ ★

Don't simply see how you can "put in the day." See how much you can put into the day.

★ ★ ★

"You can't imagine what I did in my sleep the other morning. I was so sleepy that when the alarm clock commenced ringing, I picked it up and said 'Hello!', thinking it was a Northampton County grower calling on the telephone to offer Blue Label pecks through the association."—P. DANIEL FRANTZ.

★ ★ ★

"Set-backs only stiffen a backbone that is made of the right kind of stuff."

★ ★ ★

Mortal man expects the venomous serpents to attack him if he crosses their path; but the scandal-monger plays no favorites; everybody gets the stiletto.

★ ★ ★

The miser of untold riches, who robs the toiler to swell his hoard, should be shaken by the hand of a just law, until his ill-gained wealth rolls away.

If you want to become a getter-on, you must be something more than a looker-on.

★ ★ ★

Colored Rookie: "I'd like to have a pair of shoes, suh."

Sergeant: "Are your shoes worn out?"

Colored Rookie: "Worn out? Man, the bottoms of mah shoes are so thin ah can step on a dime an' tell whether it's heads or tails."

★ ★ ★

Teacher: "How is it that you're so late, Tommy?"

Tommy: "Cause there was a man pinched for stealing hens and setting a house on fire, and knocking down five policemen, an' mother sent me 'round to see if it was father."

★ ★ ★

Styles in vamp may refer to either shoes or young ladies—both of which have pinched many a man.

★ ★ ★

"If you haven't a sense of humor, cultivate one, for, although life is not a joke, you can smooth the wrinkles out of many a rough place by seeing the humorous side of a situation."

★ ★ ★

During the digging of the variety plots in Lehigh County recently, several growers made a trip to Egypt (Pennsylvania) and drank from the River Nile. Did the yield go up after that? Guess.

★ ★ ★

"Some people are so helplessly mean that they even water the milk of human kindness."

★ ★ ★

Somebody was telling us of a young fellow who conceived the idea that the firm he was with could not get along without him, and made known, to his employer, the fact that he was going to quit, unless he was given an immediate and substantial increase in salary. The boss answered him by singing the second line of "Hail, Hail, the Gang's All Here"—

Think it over—

INSPECTION SCHOOL PLANNED

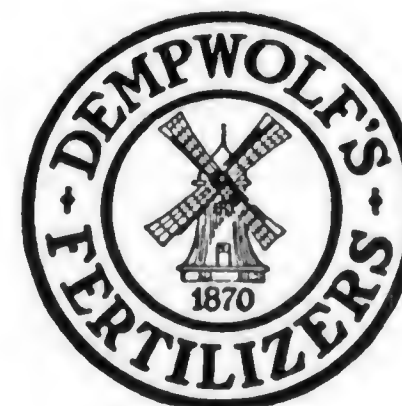
On Tuesday, November 22, 1938 the last inspectors training school of the season will be held at the farm of Mr. J. A. Donaldson, R. D. 1, Emlenton, Venango County, Pennsylvania. The sizing, grading and packing of potatoes in the Association trade-marked bags, will also be demonstrated.

The school will be called promptly at 10:00 A. M. and continue throughout the day. Mr. D. M. James, in Charge of Fruit and Vegetable Marketing, Bureau of Markets, Harrisburg, Pennsylvania will be in charge of instruction. He will be assisted by Mr. L. T. Denniston, Sr. Marketing Specialist, In Charge Potato Interests, Harrisburg, Pennsylvania and E. B. Bower, of the Association.

Mr. Donaldson has provided a large packing shed which will be comfortably heated for the occasion and has also made arrangements to serve a light lunch to all who attend this meeting.

It is most important that all persons now holding a Local Inspectors License, attend and receive instruction in the latest grading rules. Full instructions concerning the licensing of new inspectors will be made known during the school.

A BETTER YIELD IN EVERY FIELD



York Chemical Works
YORK, PA.

WE OFFER YOU Certified SEED POTATOES

from crops that have been field selected and inspected by us. We know the foundation stock of each of our growers and have confidence in their product.



MAINE
Cobblers — Mountains
Katahdins — Chippewas
MICHIGAN
Russets — Mountains

Good Maine seed will be scarce this season and we would be pleased to reserve your needs from a high quality crop. Michigan Russets will carry outstanding quality and we could make a choice selection for you.

Know your source of seed. Write or wire us for information and prices.

"Every bag must be right"

Dougherty Seed Growers
Williamsport Penna.

NEWS FROM OVER THE STATE

(Continued from page 7)

The association wishes to acknowledge publicly, to W. B. Bennitt, of Ulysses, Potter County grower and member, his greatly appreciated \$5.00 contribution to "Camp Potato." Mr. Bennitt's contribution was made, along with Potter County's \$1000.00 subscription some time ago, but his name was erroneously omitted

from the list comprising the subscription, when it was published in an earlier issue of the GUIDE POST. At this late date, our appreciation, Mr. Bennitt, and our apologies.

★ ★ ★

Here, too, the association credits and thanks F. A. Westrick, of Patton, R. F. D. No. 2, Cambria County, for his assistance in the razing of CCC F-10, at Ridgway,



HARVESTING POTATOES IN THE TRIAL SEEDLING PLOT — LEHIGH COUNTY.—The above picture shows some of the 55 new varieties of potatoes tested by the Lehigh County Potato Growers' Association near Coplay. Growers from Lehigh and adjoining counties were present to witness and participate in the harvesting and search for still better varieties for Pennsylvania growers and Pennsylvania consumers.

in June. Our failure to get his registration caused the omission of Mr. Westrick's name among the Cambria County helpers.

★ ★ ★

And "Camp Potato" continues to grow—in prestige, in accommodation—and toward completion.

Since its dedication on August 17th, 188 persons have visited it, according to the registry, from 26 Pennsylvania Counties, including Potter, Venango, Carbon, Mercer, Clearfield, Indiana, Westmoreland, Clinton, Cameron, Lancaster, McKean, Elk, Columbia, Washington, Northumberland, Cumberland,

Dauphin, Erie, Centre, Lycoming, Cambria, York, Blair, Beaver, Luzerne, and Northampton, and from five foreign States, including New York, Ohio, Michigan, Indiana and Illinois.

"Camp Potato" is now the home of 28 N. Y. A. boys, permanently located there, and the probability is that this group will increase to 40 boys within several weeks.

The camp itself is rapidly being put into real shape. The pipe line has been entirely laid and connected; the installation of the toilets, lavatories and showers will be completed in several weeks, and the shingling of the outside of the building is well under way.

EQUITABLE *Paper Bag* COMPANY INCORPORATED

manufacturers of

Potato Sacks Glassine Potato Chip Bags

Operating our own paper mill, and controlling every step to the finished paper bag, gives Equitable customers these three important advantages: uniform high quality, reliable service, and economy in price. Our art and research departments (a gratis service to Equitable customers) assure you of a well designed bag, efficiently suited to your particular needs.

PROMPT *Deliveries*

RELIABLE *Quality*

ECONOMICAL *Prices*

314 Scholes Street, Brooklyn, N. Y.

Sales Outlet for Lower Grades

For the Philadelphia market the association has made arrangements for the movement of the association trade-marked pack, below the grade of Blue Label, (U. S. No. 1) by signing a contract giving C. G. Justice Company, 119 Dock Street, Philadelphia, Pa., the exclusive sale of such grades. A similar contract has been executed with Dobbins Brothers, 2014 Pike Street, Pittsburgh, Pa., for the movement of these grades in the Pittsburgh marketing area.

The fixed commission of a commission merchant is 10%. Of this 10% deducted by the sales agent, 3% will be refunded by him to the association upon completion of the sale. This 3% refund in turn has been deducted from the price of all association bags used for the lower grades, in order to bring the price of the container more nearly in line with the grade of potatoes being packed and sold. In other words, the 3% refund is turned back to the growers.

Revised Bag Prices:

(New price includes wire loop ties and the commission to the association; also delivery charges.)

	New Price	Old Price
Blue Label . . . 60s P. M.	\$46.00	\$52.00

Blue Label . . . 15s P. M.	17.50	20.00
Red Label . . . 60s P. M.	43.00	52.00
Red Label . . . 15s P. M.	17.50	20.00
Green Label . . 60s P. M.	42.00	52.00
Orange Label .60s P. M.	42.00	52.00
Unclassified . . 60s P. M.	39.00	52.00

By the elimination of competition on the association pack of Red Label U. S. No. 1 Size B; Green Label, U. S. Commercial; Orange Label, U. S. No. 2; also Unclassified in 60-pound paper, which is accomplished by giving but one concern in each market the exclusive sale of these packs, the highest net returns are assured to the grower while at the same time helping to establish identified potatoes in these markets.

Both the above mentioned concerns have already established a real demand for the association pack in their respective markets.

Confine the movement of the above mentioned trade-marked packs to the concerns mentioned and thereby help yourself and the association in its attempt to again popularize Pennsylvania potatoes in her own markets.

Remember! In Philadelphia C. G. Justice Company, 119 Dock Street. In Pittsburgh, Dobbins Brothers, 2014 Pike Street.

MARKETING PENNSYLVANIA QUALITY POTATOES FOR PROFIT AND LASTING SATISFACTION

(Continued from page 5)

- | | |
|--|---|
| 17. Will your storage bear inspection at all times as to appearance—or | 17. Is it cluttered up with old bags, broken crates, and baskets or worse yet, rotten potatoes standing around? |
| 18. Do you tell your city friends about the good quality of Pennsylvania potatoes—or | 18. Do you pass up dozens of opportunities to promote your own product and your own industry? |
| 19. Have you closed up the rat holes to the potato storage—or | 19. Are you feeding livestock on the best of human food. |
| 20. If you like to both grow and eat Pennsylvania Quality potatoes, tell everybody. | 20. If you do not like to grow and eat Pennsylvania potatoes, tell me for I won't repeat it! |

HE'LL TRY IT

"Remember, my boy", said the elderly relative sentimentally, "that wealth does not bring happiness."

"I don't expect it to", answered the young man, "I merely want it so that I may be able to choose the kind of misery that is most agreeable to me."

—PROVINCE JOURNAL.

ANNOUNCING . . .

THE NEW "BEAN" HAND POTATO AND ONION GRADER

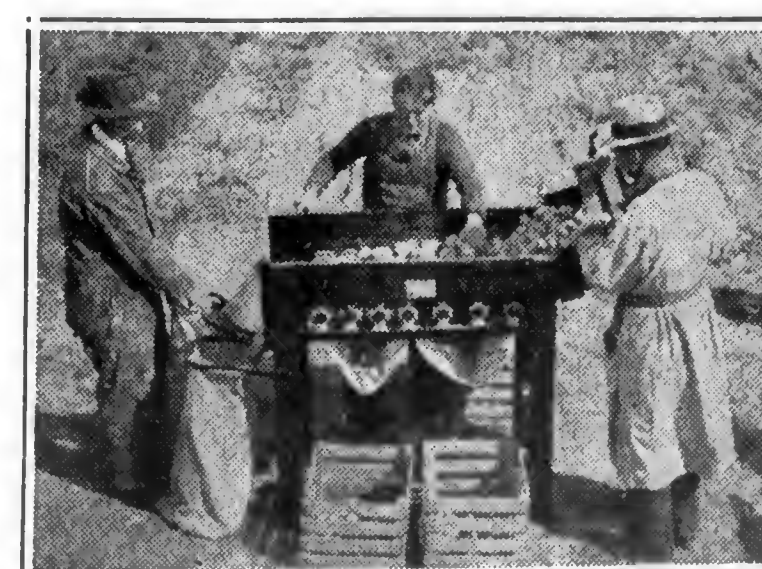
Grading Done Entirely on Rubber

The Power-driven Bean Rubber Spool Potato Grader has met with universal acceptance and approval everywhere because of its greater sizing accuracy, its gentle handling of potatoes and its cleaning ability.

This new hand operated grader will give the small grower a chance to get the same results at a price he can afford to pay.

It is a modern, high-class, well-built piece of equipment that will pay for itself in a short time by grading better without damaging the potatoes and doing a fair job of cleaning.

Ask for special literature on both hand and power models and other sprayers, washers, baggers, etc., or see our dealer.



John Bean Mfg. Co.

Division Food Machinery
Corporation

LANSING, MICHIGAN

POTATO CHIPS

(Continued from page 9)

sumer cooperative store. He further stated that the cooperative movement is without question the greatest economic movement in the history of the world and that because it is democracy in its truest form, the dictators of the world invariably stamp it out as one of their first official acts. It does look as if the cooperative movement has what it takes!

★ ★ ★

How strongly does appearance influence consumer preference? Shipping point carlot quotations of 15-lb. sacks of Katahdins at Presque Isle were recently given as 16c compared to 14½c for Green Mountains. Mountains may not be quite as attractive to look at as Katahdins but I'd rather have them beneath my belt. It appears, however, as if Mrs. Housewife still purchases with her eagle eye.

★ ★ ★

There will be no F. S. C. C. purchasing of Pennsylvania potatoes this season because of the short crop but the following note from the "Packer" is apropos nevertheless:

"Some wonder is expressed why the Department of Agriculture has not figured out some way to report potato and other crops on the basis of merchantable stock. There are millions of bushels of potatoes in the country this year which are small to medium size and could be used for starch diversion or possibly even on relief buying. No unfortunate person on relief would object to receiving good No. 1 size B potatoes. Growers say the Government would be able to buy more cars of potatoes for the same money they now spend on the No. 1 and the recipient of relief would be getting just as good quality as now and more volume. Cleaning much of the medium-size off the markets in this manner would have a very beneficial effect on the general market, it is contended, and give the farmer more money for his crop. It is believed that most jobbers and grocery stores would prefer to handle the regular No. 1 grade and size and thus the relief buying of size B would have beneficial effects to all concerned."

The past is of greater interest than the future, for the past is the future of all things to come.

MARKET OUTLOOK

(Continued from page 3)

of the most difficult crops to forecast of any in the history of the crop reporting service because of the uncanny variability of yields, ranging from complete crop failures to record yields within the confines of single small farm communities. It has been a year when the markets have not acted according to Hoyle. Prices have not followed the supply fluctuations closely, probably because the demand has not been normal. How much the various factors will tend to straighten out the normal market trend of gradually increasing prices during the winter and spring months, remains to be seen. In the meantime, it is nothing more than common sense to follow the sound course of moving some potatoes regularly whenever a fair sale can be made.

Co-operatives Can---

- co-ordinate their production programs so as to attain a reasonable degree of standardization as to type and quality of their products and eliminate a large element of expense in marketing a miscellany of ungraded products.
- expect to attain large volume of product, permitting carlot shipments with corresponding saving of freight rates and handling charges, releasing them from dependence on one or a few markets.
- maintain representatives or branch offices in the chief markets, keeping control of members' products as they move along the line until they reach close to the consumer.
- provide, at reasonable rates, credit necessary for financing both production and distribution of their commodities.
- purchase supplies and equipment collectively and economically.
- provide facilities for warehousing and processing the members' products.
- arrange for advance payment for the members' products.
- regulate the flow of commodities to meet market demand and reduce selling competition.
- take a leaf from the Danish Co-operator's notebook in working out programs for adapting production to consumptive demand, including every activity from the first stage of production to the last phase of distribution.

Years of Experience . . .

Together with the desire to help solve the individual problems of those who require special or out of the ordinary equipment for the potato warehouse has placed the name BOGGS foremost in the minds of all potato and onion growers and shippers.

BOGGS are pioneers in the manufacture of Potato and Onion graders and cleaners and have more machines in use than all other makes combined.

Your inquiry will be appreciated.

Boggs Mfg. Corporation

Atlanta, N. Y.

Detroit Lakes, Minn.

PENNSYLVANIA POTATO GROWERS RECIPE!

PLANT GOOD SEED, FERTILIZE,
SPRAY THOROLY, PROVIDE
PROPER MOISTURE* AND DIG

WITH **OK CHAMPION**

BRUISE-PROOF, EASY RUNNING,
SHORT TURNING, CONTROLLED
ELEVATOR, CASTER WHEEL DIGGERS



OK CHAMPION No 44 TWO ROW
No 88 ONE ROW
WITH PNEUMATIC TIRES, RIGID HITCH,
SPRING LEVER LIFT, OIL TEMPERED
ELEVATOR WEBS, TIMKEN BEARINGS,
HYATT BEARINGS, ADJUSTABLE 30 to
40 INCH ROWS. FIT ANY TRACTOR.
THE WORLD'S BEST DIGGERS.

★ PROVIDE MOISTURE WITH
OK CHAMPION IRRIGATION SYSTEMS.

DISTRIBUTED BY- LOEGLER & LADD, BUFFALO, NY- SE. McCUNE, NEW WATERFORD, OHIO

CHAMPION CORPORATION

4733 SHEFFIELD AVE.

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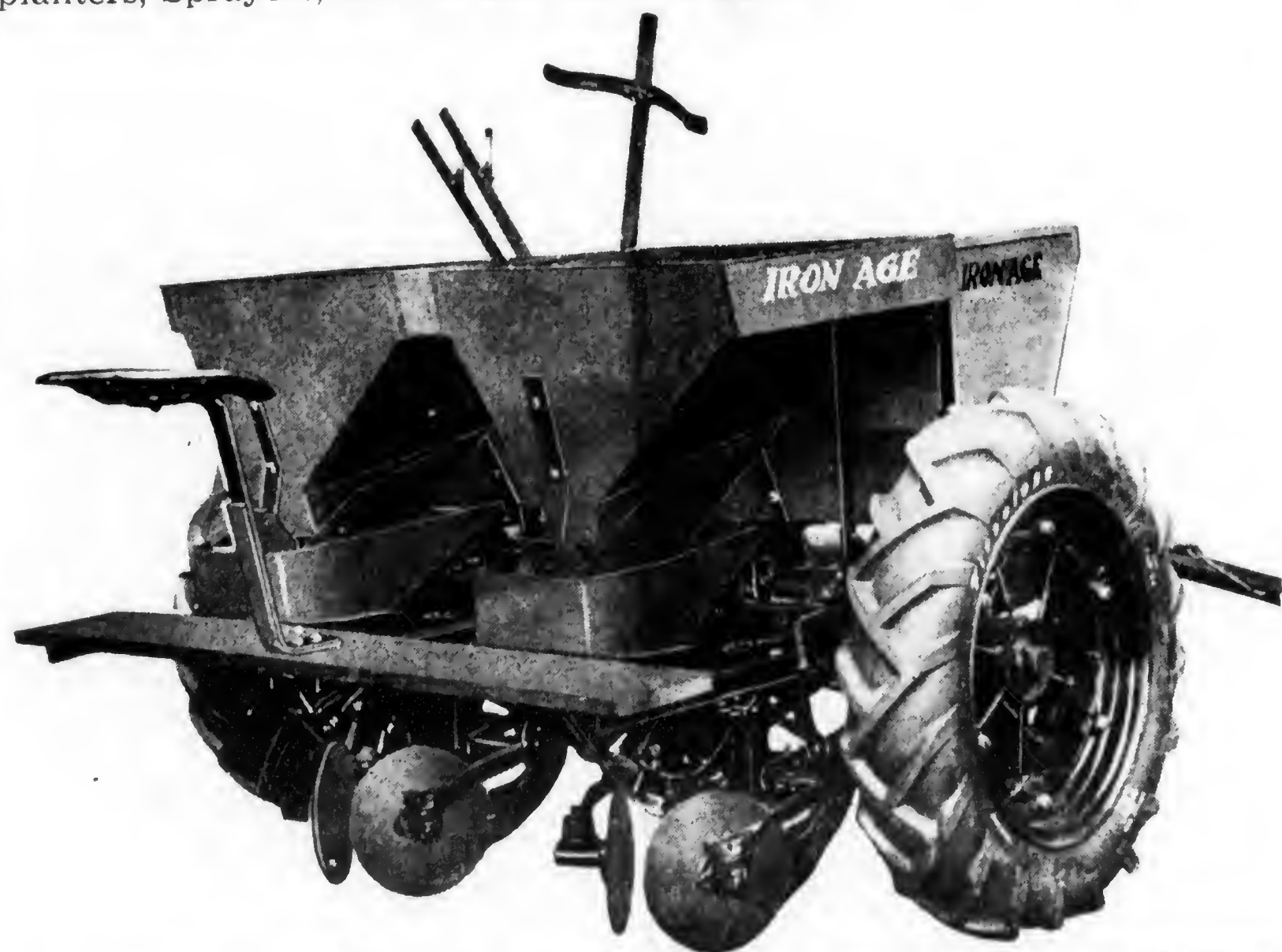
1893—1938 For 45 Years Iron Age Potato Planters

have held the record for accuracy and dependability, and for 1939 are better than ever.

Two different feeding principles—Assisted Feed (also used for Tuber Unit planting) and Automatic. Regardless of feeding principles, (which are interchangeable on the same chassis) Iron Age planters are built in one, two, three and four row sizes.

Vegetable (beans, peas, corn, cantaloupe, etc.) and Cotton attachments are also applicable, giving to these crops the same advantages of the Iron Age Band-way method.

Furnished with or without fertilizer distributors, and with steel or rubber tires, the rubber tires being applicable to the Iron Age Transplanters, Sprayers, and the Kid Glove Diggers.



"For the good of the cause," we solicit the unselfish recommendations of our numerous appreciative Iron Age users.

A. B. FARQUHAR CO., Limited

BOX 1230, YORK, PA.

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AND EXPERIMENT STATION
THE PENNSYLVANIA STATE COLLEGE

THE GUIDE POST

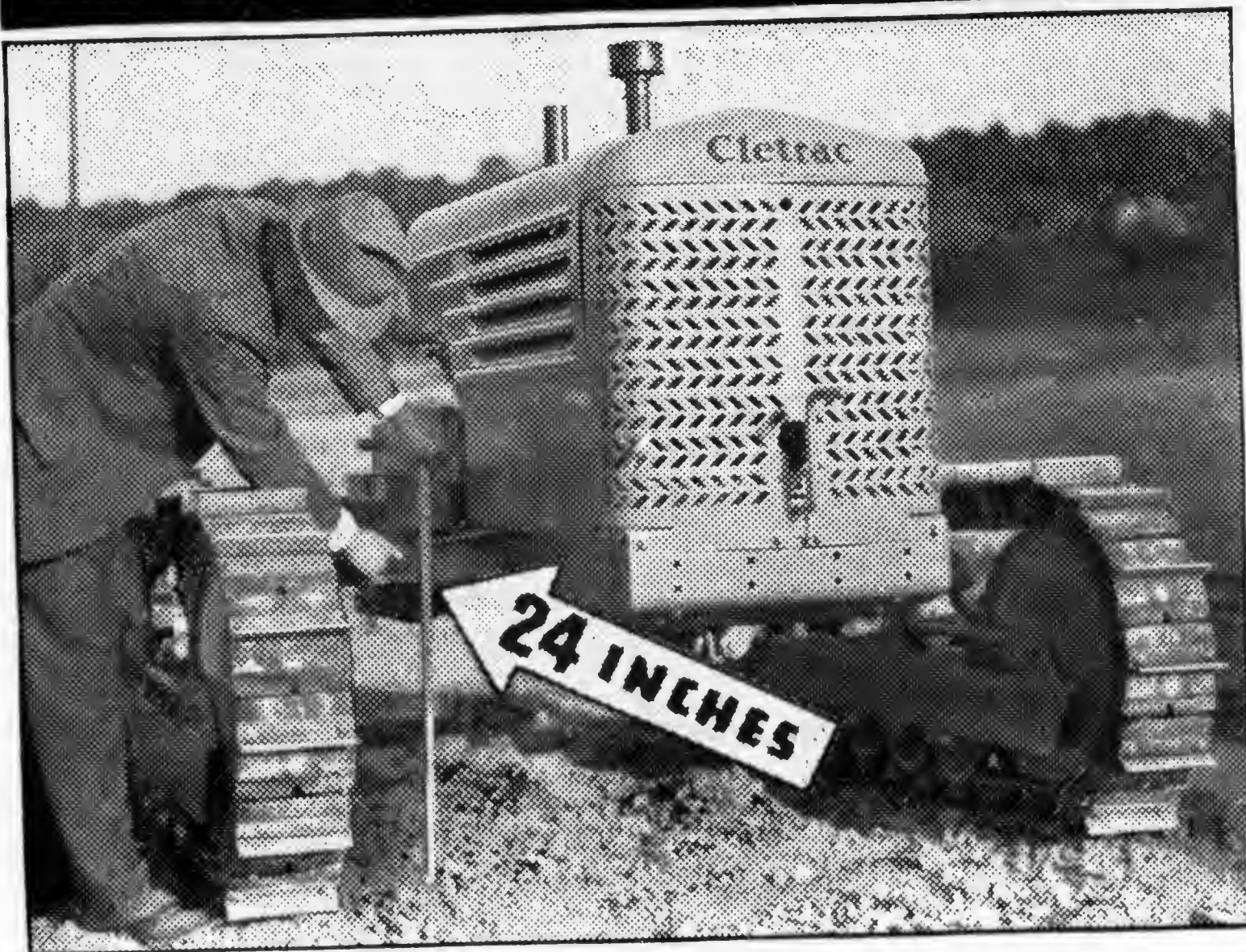
PENNSYLVANIA POTATO GROWERS

VOLUME XV NUMBER 12

DECEMBER • 1938

PUBLISHED BY THE
PENNSYLVANIA COOPERATIVE
POTATO GROWERS ASSOCIATION
INCORPORATED

THE CRAWLER WITH 24 INCHES *Clearance*



The new Model E Cletrac has 24 inches of clearance, as much as any and more than most general purpose tractors.

It's the cultivating crawler that plants and cultivates all row crops . . . potatoes, beets, beans, vegetables efficiently and successfully.

And . . . in the Cletrac you have the positive traction that enables you to get your heavy drawbar jobs done on time in the face of adverse weather conditions. There is no waiting for the ground to dry out after spring rains. With a Cletrac you get in and out of the soft spots without miring down.

Check all the features of the Cletrac, including its integral planting and cultivating equipment. It's the tractor you'll want to own. Investigate.

THE CLEVELAND TRACTOR CO.
CLEVELAND, OHIO

Cletrac Crawlers
for better work at lower cost

Potato Planting—Efficiencies

By D. G. WILLIAMS, Chief Engineer, Trojan Powder Company

Potato growers should be interested in the efficiencies of their efforts in potato planting and in the efficiency with which the actual potato seed pieces which are planted by them respond in growth. Each acre planted to potatoes should produce as many plants as the fertility and physical condition of the soil will warrant in order to reduce the cost of production per bushel grown and harvested to a minimum.

The field equipment in use will determine the desired uniform spacing between potato rows in the fields and experience will usually determine the most desirable spacing of the seed pieces in the rows.

The degree of accuracy to which the spacing of rows is maintained can be regarded as the efficiency of the person driving the motive power of the planter—whether it is horses or tractor. If this efficiency of maintaining a regular row spacing is called E_1 then it can be calculated by

$$E_1 = R/R_1$$

where R is the *desired uniform spacing* between rows in inches and R_1 is the *actual average spacing* between rows in inches when the planting is completed. This factor R_1 can be determined by measuring the width of the planted field and then counting the actual number of rows and dividing to obtain the average spacing between rows.

The degree of accuracy to which the spacing of the seed pieces in the row is maintained can be regarded as partly the efficiency of the person operating the planter and partly the efficiency of the planter itself. If this efficiency of maintaining the desired uniform spacing of seed pieces in the row is called E_2 then it can be calculated by

$$E_2 = S/S_1$$

where S is the *desired uniform spacing* between seed pieces in the row in inches and S_1 is the *actual average spacing* between the seed pieces when the planting is completed. The factor S_1 cannot be determined by actual measurement or count because the planted seed pieces are buried and out of sight. This factor S_1 can be determined as follows:

- (a) First determine the average number of seed pieces that are cut from a bushel of seed potatoes. This can be done by counting the actual number of pieces cut from 15# of seed potatoes out of each 10 bushels of 60# each which are cut and as they are cut. The average number of seed pieces per bushel can then be calculated.
- (b) By multiplying the number of bushels of seed potatoes actually planted per acre by the average number of seed pieces per bushel as determined above the result will be the average number of seed pieces planted per acre.
- (c) By referring to Tabulation "A" herewith and with the average actual spacing between rows R_1 and the average number of seed pieces per acre being known, the average spacing of S_1 of seed pieces in the row can be determined.

The combined efficiency of the planter and the men doing the planting will be:

$$E_c = E_1 \times E_2$$

The next efficiency of importance is that which refers to the number of seed pieces planted which actually produce plants in the field. This would probably be called the efficiency of germination and would be influenced by:

- (1) The quality of seed.
- (2) The cultural procedure followed.
- (3) The weather.

If this efficiency of germination is called E_3 then it can be calculated by:

$$E_3 = G_1/G$$

where G is the average number of seed pieces planted per acre as determined above and G_1 is the average number of plants actually produced per acre. This last factor G_1 must be determined by actual count in the field at a time when all of the plants that will germinate are above ground and before they have spread enough to make counting difficult.

Probably as good a method of counting as any is to measure off random 100-ft.-long sections of rows and then count the number of plants in each such 100-ft.

length of row at enough different points in the field to produce a good average and then obtain the average number of plants (N) per 100 ft. of row in the field. The average actual spacing of plants in the row in inches will be:

$$Sp = 100 \times 12 / (N)$$

The average actual plants per acre G_1 can then be determined from Tabulation "A" by using Sp and R_1 previously determined.

The overall efficiency can now be calculated as follows:

$$E = E_1 \times E_2 \times E_3$$

POTATO PLANTING DATA

NUMBER OF SEED PIECES REQUIRED PER ACRE

AVERAGE SPACING OF ROWS	SPACING OF PIECES IN ROW—INCHES							
	8"	9"	10"	11"	12"	13"	14"	15"
28"	28,003	24,891	22,402	20,365	18,668	17,232	16,001	14,934
29"	27,037	24,033	21,630	19,633	18,024	16,638	15,449	14,419
30"	26,136	23,232	20,909	19,008	17,424	16,083	14,934	13,939
31"	25,290	22,482	20,299	18,395	16,862	15,564	14,453	13,489
32"	24,502	21,780	19,602	17,820	16,335	15,078	14,001	13,088
33"	23,776	21,187	19,068	17,280	15,840	14,621	13,577	12,672
34"	23,061	20,499	18,449	16,770	15,374	14,162	13,266	12,299
35"	22,402	19,914	17,922	16,292	14,934	13,786	12,801	11,948
36"	21,780	19,360	17,424	15,840	14,520	13,403	12,445	11,616

TABULATION A.

A. P. R.
6-20-38

POTATO PLANTING DATA

NUMBER OF BUSHELS OF SEED REQUIRED PER ACRE

NUMBER OF SEED PIECES PER ACRE	NUMBER OF SEED PIECES PER BUSHEL															
	500	525	550	575	600	625	650	675	700	725	750	775	800	825	850	875
10,000	20.0	19.0	18.1	17.2	16.6	16.0	15.3	14.8	14.2	13.7	13.3	12.9	12.5	12.1	11.7	11.3
11,000	22.0	20.9	20.0	19.1	18.3	17.6	16.9	16.2	15.7	15.1	14.6	14.2	13.7	13.3	12.9	12.5
12,000	24.0	22.8	21.8	20.8	20.0	19.2	18.4	17.7	17.1	16.5	16.0	15.4	15.0	14.5	14.0	13.6
13,000	26.0	24.7	23.6	22.6	21.6	20.8	20.0	19.2	18.5	17.9	17.3	16.7	16.2	15.7	15.2	14.7
14,000	28.0	26.6	25.4	24.3	23.3	22.4	21.5	20.7	20.0	19.3	18.6	18.0	17.5	16.9	16.4	15.9
15,000	30.0	28.5	27.2	26.1	25.0	24.0	23.0	22.2	21.4	20.6	20.0	19.3	18.7	18.1	17.5	17.0
16,000	32.0	30.4	29.0	27.8	26.6	25.6	24.6	23.7	22.8	22.0	21.3	20.6	20.0	19.4	18.8	18.2
17,000	34.0	32.3	30.9	29.5	28.3	27.2	26.1	25.2	24.2	23.4	22.6	21.9	21.2	20.6	20.0	19.4
18,000	36.0	34.2	32.7	31.3	30.0	28.8	27.7	26.6	25.7	24.8	24.0	23.2	22.5	21.8	21.2	20.6
19,000	38.0	36.1	34.5	33.0	31.6	30.4	29.2	28.1	27.1	26.2	25.3	24.5	23.7	23.0	22.4	21.8
20,000	40.0	38.0	36.3	34.8	33.3	32.0	30.7	29.6	28.5	27.6	26.6	25.8	25.0	24.3	23.7	23.1
21,000	42.0	40.0	38.1	36.5	35.0	33.6	32.3	31.1	30.0	28.9	28.0	27.0	26.2	25.5	24.9	24.3
22,000	44.0	41.9	40.0	38.2	36.6	35.2	33.8	32.6	31.4	30.3	29.3	28.3	27.5	26.8	26.2	25.6
23,000	46.0	43.8	41.8	40.0	38.3	36.8	35.3	34.1	32.8	31.7	30.6	29.6	28.7	28.0	27.4	26.8
24,000	48.0	45.7	43.6	41.7	40.0	38.4	36.9	35.5	34.2	33.1	32.0	30.9	30.0	29.3	28.7	28.1
25,000	50.0	47.6	45.4	43.5	41.6	40.0	38.4	37.0	35.7	34.5	33.3	32.2	31.2	30.5	29.9	29.3
26,000	52.0	49.5	47.2	45.2	43.3	41.6	40.0	38.5	37.1	35.8	34.6	33.5	32.5	31.8	31.2	30.6
27,000	54.0	51.4	49.0	46.9	45.0	43.2	41.5	40.0	38.5	37.2	36.0	34.8	33.7	33.0	32.4	31.8
28,000	56.0	53.3	50.9	48.7	46.6	44.8	43.0	41.5	40.0	38.6	37.3	36.1	35.0	34.3	33.7	33.1

TABULATION B.

A. P. R.
6-20-38

(Continued on page 12)

Marketing Pennsylvania Quality Potatoes for Profit and Lasting Satisfaction

By S. R. POOLE, *Potato Interests*

While there has always been keen competition in the field of merchandising, today the bid for supremacy has reached the proportions of almost a mad scramble. Especially is this true in the field comprised of food retail organizations or food merchants. In this bid for supremacy the aim of all food merchants has been to satisfy the consuming public, even beyond its greatest expectations. The desires of the buying public change very little except as cultivated through suggestions and ideas placed before it by the smart merchant. But, through the desire to attract and to satisfy the public, many new ideas and methods of merchandising have been developed. One of the most outstanding developments has been the creation of various packages and the potato being the basic food has shared alike with other foods in the change of packages.

The wide-awake food merchant realizes that the package that creates and holds consumer appeal is the one that originates with the producer or manufacturer and carries the merchandise into the home. This package must be one that is clean, attractive and easy to handle and of course carry a product of standard, dependable quality backed by an individual or an organization who realize that their success is dependent upon the acceptance of this package by the consuming public.

The problem of establishing a package on the market is one that is usually too great for the individual farmer to undertake while the manufacturer with large capital and specialized systems and types of advertising at his command is able to effectually establish his package on the market in a comparatively short time. It stands to reason then that the farmer must have the cooperation of other farmers in establishing a package on the market. The success of such a system has been clearly demonstrated by the Pennsylvania Cooperative Potato Growers' Association in marketing potatoes in their trade-marked packages.

Some farmers spend their entire life growing potatoes, knowing that their potatoes have never been placed before

the buying public in a package or through a system whereby they have ever returned him more than 50% to 75% of their actual value.

Pennsylvania's potato markets are most inviting to all commercial potato producing states and they are successfully bidding for our markets by placing on them potatoes that are well graded and in the most attractive packages possible. If we are to reclaim our markets we must do it through a system of more careful grading and a package that carries our potatoes through to the consumer.

The establishing and carrying out of such a marketing system means a complete reversal from our old type of marketing. It means that the wide-awake grower of today sells his own potatoes on a net cash basis rather than have them sold by some one who hardly has even a moral obligation to the grower and makes returns after commission is deducted. The establishing of such a system is made difficult in our state because our markets are at our doors, always open for potatoes at some price. The nearness of our markets and their willingness to accept our potatoes through the old system of ordinary packages with just ordinary potatoes, makes it difficult for some growers to recognize the value of a new system and a new package. But the progress made toward reclaiming our markets through such a system in the last two years has been most encouraging.

It is an established fact that the consuming public is looking for potatoes that are of standard quality, identified as coming from the grower who realizes he has an obligation to the public, and who recognizes such an obligation by placing before the public potatoes that will merit its confidence. Then and not until then can our potato growers be assured that they are carrying on an industry that will always guarantee them a decent living.

The best news is sometimes found in the advertisements.

THE GUIDE POST

Published monthly by the Pennsylvania
Cooperative Potato Growers, Inc.

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Annual membership fee \$1.00. This includes the Guide Post.

All communications should be addressed to **E. B. Bower**, Secretary-Treasurer and General Manager, Bellefonte, Pennsylvania.

DAYS OF DECEMBER

Goodbye old year! Thy world of love
Glow's once again on mem'ry's wing;
The world of pain the heavens above
Will hide in flow'rs, with songs of spring.

That Star of Hope beams out tonight—
Go forth in faith with ringing cheer;
Uproot the wrong! Uphold the right!
And bring to all a bright New Year.

—MARQUIS DELEUVILLE

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All association members are urgently requested to be present.

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NOTE: Following the annual meeting of the association members, luncheon will be served by the ladies of the Fifth Street Methodist Church at a charge of 50c per plate.

This is a real opportunity to meet old friends and make new ones. All association members are urged to attend the annual meeting and lunch together after the meeting.

CHRISTMAS

The thought of Christmas calls into being tender visions of circumstances and events that lend delight to Yuletide's hours. Basing our hopes for the future on experience, eagerly we reach forth toward the will-o-the-wisp of joy that flutters like a tiny, beautiful butterfly, ever near enough to inspire and cheer, ever far enough to elude the grasp that would crush it.

Just now, on the eve of the Great Day, fancy's portraiture is colorful and enchanting, anticipations ebb and flow in enchanting rhythm. 'Tis the eve of love's offering at the shrine of human hearts.

To our membership loyal and true; to our cooperators and valued new friends; and to those whose friendship we strive to deserve, we wish unmeasured happiness and success.

With grateful appreciation for all the favors received by us from you, and for that priceless though intangible asset, your good-will, which we prize beyond measure, we seek to merit your continued confidence, and aim to serve you helpfully in the future.

Dear friends, we greet you with a wealth of well-wishing. May your portion of this offering be large.

Here's to a really worth-while Christmas and New Year that's beyond compare.

**We are Counting on Seeing You
at the Association Meetings
during The FARM SHOW at
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Potatoes — Man's Greatest Food

From a Radio Broadcast Over WHIP, Harrisburg, in Connection with
National Potato Week

By **D. M. JAMES**, in Charge Fruit and Vegetable Marketing,
Pennsylvania Department of Agriculture

From time immemorial, bread has been considered the staff of life but if we are to believe modern dietitians, physicians and health experts, the potato takes top rank of all low-priced foods because it contributes so generously in vitamins, calories, protein and mineral salts to human health, growth and well being. Of more recent origin than the cereal crops potatoes have recently come to be recognized throughout the world as nature's greatest vegetable crop, which because of economical production and low cost per pound of food value potatoes become not only food par excellence for the poor man's table but also a fitting feast for a king.

And lest anyone should think I exaggerate the case for the lowly spud, let us consider a few unbiased statements from noted experts who are in a position to know. Here's one from Dr. John Harvey Kellogg, Battle Creek Sanitarium, Battle Creek, Michigan: "Less bread and cereals, less meat and eggs and more potatoes is the simple program called for. The potato is one of the most highly alkaline of foods. Cooked potato starch digests in a sixth of the time required for the digestion of oatmeal, and in less time than any other cereal. If bread and cereals are reduced one-half and eggs and meat the same, in favor of potatoes and green vegetables, an almost immediate improvement in health is noted. There is no other food capable of doing so much for the promotion of the health, longevity and prosperity of the American people as the potato."

Continuing further we find the following statement made by Dr. Marion D. Sweetman, Home Economics Specialist of the University of Maine. "It is now accepted as a scientific and medical fact that if and when two tablespoons of milk and one teaspoon of butter is added to a potato of medium size, it makes a combination which meets all the known needs of the human body. In fact it furnishes more than its share of calcium, iron, phosphorus, vitamin B and vitamin C and can help to supplement common foods which are deficient in these essentials."

The late U. S. Senator, Dr. Royal S. Copeland, former New York City Health Commissioner, had this to say regarding potatoes, "Our old friend the potato is one of the most important staple items in the whole world of food, indeed the potato is the most valuable vegetable known, and it is less fattening than many other foods which are included in the diet."

Regarding the notion held by many of the excess fat producing properties of potatoes, we find the following statement made by Mrs. Margery Boling, director of the Gentlewoman Institute, "One medium-sized potato has no more calories than half a grapefruit, one cup of orange juice or lemon juice, one slice of canned pineapple or five cooked prunes. One medium potato is one-fifth as fattening as one cup of uncooked cornmeal, almost one-fourth as one cup of flour, one-third as one cup of cooked macaroni, one-third as two tablespoons of lard, one-seventh as one cup of suet, one-eighth as one cup of sugar, one-fourth as one cup of mincemeat, almost one-fourth as one regular slice, cut very thin, no fat, of ham or one-fourth pound of lamb or one shoulder lamb chop. Who says that potatoes are fattening?"

The Bureau of Home Economics, U. S. Department of Agriculture, has this to say on the subject, "So highly is the potato regarded by our scientists that they give it an important place in the diet of people of every income level. Americans who are trying to keep their youthful figures should cut out several other types of foods before they do the potatoes; foods such as sugar, fats and oil which are considerably more fattening and which carry none of the potato's minerals and vitamins. Cooking in the skin, whether in baking, boiling or steaming, conserves the maximum amount of a potato's food value."

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By H. C. STOCKDALE, *Sales Representative*
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Hats off to the Pennsylvania Potato Growers' Association and their Bellefonte office!

So Do We

"There should be a school of fish around here."

"Well, I wish they'd play hooky."—*The Packer.*

POTATO CHIPS

by "BILL SHAKESPUD"

A recent report in the "Produce Packer" stated, "There is a great deal of dissatisfaction throughout Maine potato districts with the latest government estimate. Growers are reporting harvests from 25 to 50 % less than a year ago. They also claim there will be a million bushel reduction caused by decay; all of which causes many to feel that the report is higher than the crop warrants." Similar reports from growers and dealers in Michigan, New York and Pennsylvania indicate that the government reports are still too high. If this be true and if potatoes move into consumer's hands faster than the slow rate of the past several months, there may be a small supply remaining, along about next March or April.

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Gullies down the potato grower's hill-sides are like the golfer's score—the more you get the less you've got.

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We have been led to believe that American frontiers have largely been developed from the standpoint of new land utilization, mining, oil drilling and the like, *yes*, but from the standpoint of new and amazing "wests" for men and women who possess imagination, ambition and courage, *no*! True frontiers lie only in the hearts and minds of men having to do largely with that which some poet years ago called "the divine discontent." Having just read "Cooperation—an American way" by John Daniels, I can visualize that possibly one of America's greatest frontiers, an economic frontier, is rapidly being developed, and that frontier the *Cooperative movement*.

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"Have you been studying the science of efficiency?" "Yes, had to quit reading about it. Got so interested that I found it was interfering with my regular work."

The man who has no enemies isn't anything and has never done anything.

O ye who make July Fourth sane,
Who fought the higher cost of living—
Now that old Christmas nears again,
Get at the Higher Cost of Giving!

An optimist is a one-armed man who is cheerful because he can't hit his thumb with a hammer.

Advice to married men: When you get mad at your wife, make up your mind exactly as to what you are going to say to her—and then don't say it.

If a man saw the dead restored to life, he would consider it commonplace after a few days. But if he has four of a kind beaten in a poker game, he will look back upon it as a miracle the rest of his life.

Joseph Smith, elder of the Mormon Church, says that the average man is better off with only one wife. He ought to know.

He's clean inside and outside;
He looks neither up to the rich nor down on the poor;

He can lose without squealing, and win without bragging;

He's considerate to women, children and old people;

He's too brave to lie, too generous to cheat;

He takes his share of the world's goods, and lets other people have theirs.

HE'S A MAN.

The confirmed bachelor had been visiting a newly married friend for the first time. The next day one of their mutual friends said to the bachelor:

"Tell me confidentially, old man, who is really the boss out at Bill's house?"

"Well," said the bachelor with a judicial air, "Mary has command of the dog and the canary, but Bill can say most anything he pleases to the gold fish."

"How would you like to go to the theatre tomorrow night?" asked the young man who has just been introduced.

"In an automobile," answered the girl.

Willie: Paw, what is a free thinker?

Paw: An unmarried man, my son.

Maw: You may go to bed, Willie.

One step won't take us very far

We've got to keep on walking;

One word won't tell folks all we are,

We've got to keep on talking;

One inch won't make us very tall,

We've got to keep on growing;

One little ad won't do it all,

We've got to keep on going.

You can't be popular and tell your troubles, too.

Better one hard hitter than a dozen quitters.

Are You On Top Of the Market?

A large percentage of No. 1's, well-shaped and of good cooking quality, puts any potato grower on top of the market. Potash plays a big part in the production of No. 1's. It also rounds out the tubers and prevents blackening in cooked potatoes.

If you are not satisfied with the yields and quality of your crop this year, consult your experiment station or county agent about the fertility of your soils. Make sure that next year's plantings are supplied with enough available potash. Potatoes remove from the soil more potash than nitrogen and phosphoric acid combined. See your fertilizer dealer. You will be surprised how little extra it costs to apply enough potash to insure profit.

To guard against deficiency, apply at least 200 lbs. of actual potash per acre. With usual rates of application this means that the mixed fertilizer must contain at least 10% K₂O.

Write us for additional information
and literature on fertilizing
your crops.



American Potash Institute, Inc.

INVESTMENT BUILDING

WASHINGTON, D. C.

THE GUIDE POST

Published monthly by the Pennsylvania
Cooperative Potato Growers, Inc.

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J. A. Donaldson, Emlenton, Vice-Pres.
E. B. Bower, Bellefonte,
Sec'y-Treas. and Gen. Mgr.

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Evan D. Lewis.....
.....R. 5, Johnstown, Somerset

Annual membership fee \$1.00. This includes the Guide Post.

All communications should be addressed to **E. B. Bower**, Secretary-Treasurer and General Manager, Bellefonte, Pennsylvania.

DAYS OF DECEMBER

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Get at the Higher Cost of Giving!

An optimist is a one-armed man who is cheerful because he can't hit his thumb with a hammer.

Advice to married men: When you get mad at your wife, make up your mind exactly as to what you are going to say to her—and then don't say it.

If a man saw the dead restored to life, he would consider it commonplace after a few days. But if he has four of a kind beaten in a poker game, he will look back upon it as a miracle the rest of his life.

Joseph Smith, elder of the Mormon Church, says that the average man is better off with only one wife. He ought to know.

He's clean inside and outside;
He looks neither up to the rich nor down on the poor;

He can lose without squealing, and win without bragging;

He's considerate to women, children and old people;

He's too brave to lie, too generous to cheat;

He takes his share of the world's goods, and lets other people have theirs.

HE'S A MAN.

The confirmed bachelor had been visiting a newly married friend for the first time. The next day one of their mutual friends said to the bachelor:

"Tell me confidentially, old man, who is really the boss out at Bill's house?"

"Well," said the bachelor with a judicial air, "Mary has command of the dog and the canary, but Bill can say most anything he pleases to the gold fish."

"How would you like to go to the theatre tomorrow night?" asked the young man who has just been introduced.

"In an automobile," answered the girl.

Willie: Paw, what is a free thinker?

Paw: An unmarried man, my son.

Maw: You may go to bed, Willie.

One step won't take us very far
We've got to keep on walking;
One word won't tell folks all we are,
We've got to keep on talking;
One inch won't make us very tall,
We've got to keep on growing;
One little ad won't do it all,
We've got to keep on going.

You can't be popular and tell your troubles, too.

Better one hard hitter than a dozen quitters.

Are You On Top Of the Market?

A large percentage of No. 1's, well-shaped and of good cooking quality, puts any potato grower on top of the market. Potash plays a big part in the production of No. 1's. It also rounds out the tubers and prevents blackening in cooked potatoes.

If you are not satisfied with the yields and quality of your crop this year, consult your experiment station or county agent about the fertility of your soils. Make sure that next year's plantings are supplied with enough available potash. Potatoes remove from the soil more potash than nitrogen and phosphoric acid combined. See your fertilizer dealer. You will be surprised how little extra it costs to apply enough potash to insure profit.

To guard against deficiency, apply at least 200 lbs. of actual potash per acre. With usual rates of application this means that the mixed fertilizer must contain at least 10% K₂O.

Write us for additional information
and literature on fertilizing
your crops.



American Potash Institute, Inc.

INVESTMENT BUILDING

WASHINGTON, D. C.

POTATO PLANTING EFFICIENCIES

(Continued from page 4)

As an example:

- (a) If the intention is to space rows uniformly 32" apart and the actual average spacing is 34", then

$$E = 32/34 = .940$$

- (b) If the intention is to space seed pieces 9" on centers in the rows and the actual average spacing is 12", then

$$E_2 = 9/12 = .750$$

- (c) If it is estimated from Tabulation "A" that with the actual spacings of rows and seed pieces in the rows there should be 15,374 seed pieces per acre in the ground and that the actual plants produced per acre are only 13,000, then

$$E_3 = 13,000/15,374 = .845$$

- (d) The combined efficiency of planter and operators will be:

$$E_c = .940 \times .750 = .705$$

- (e) and the overall efficiency will be

$$E = .940 \times .750 \times .845 = .596$$

It is important that these efficiencies be maintained as high as possible because the total costs of field preparation, planting, fertilizers, cultivating, roguing, spraying, digging, and the carrying charges on equipment and storages will be just about the same whether the efficiency is 100% or 50% but in the latter case these costs per bushel of potatoes actually produced may be twice what the cost per bushel of potatoes produced would have been had the efficiency been 100%. Perfection cannot be attained but since the potato grower and his employees can influence the above efficiencies to such a considerable extent, it will pay such grower to carefully watch his planting and cultural procedures with the utmost of care.

Tabulation "B" herewith can be used as a check on the degree to which actually planting is conforming to intended or desired procedures. Knowing the average number of seed pieces being cut per bushel of seed and knowing the number of seed pieces that should theoretically be planted per acre, this Tabulation "B" will show how many bushels of seed should, theoretically, be planted per acre. This check may help correct inefficiencies in planting before they go too far.

POTATOES— MAN'S GREATEST FOOD

(Continued from page 7)

economical foods pound for pound that can be served, that the per capita consumption of the so-called lowly spud has been decreasing in the United States of recent years.

To offset this decline in consumer demand, potato growers from coast to coast have joined together in a publicity campaign to familiarize the public to the vital need for greater use of potatoes in the American diet. As part of this campaign of well merited consumer education, National Potato Week was designated by proclamation of the Governors of all of the nation's leading potato producing states (including Governor George H. Earle of Pennsylvania) to be observed from Friday, December 2nd, to Saturday, December 10th. During this period retail food stores throughout the nation have featured potato sales, made elaborate displays and in numerous ways attempted to show the American public that potatoes should have a more important place in the diet. In this connection Dr. Henry C. Sherman, Professor of Nutritional Chemistry, Columbia University, makes the following statement, "Undoubtedly the great majority of all people will be benefited, the general level of the public health will be raised, and the averages of our vital statistics improved at many points by the simple taking of a larger proportion of the needed nutritional calories in the form of protective foods." Potatoes are recognized as one of the leading protective foods.

In Pennsylvania, which incidentally is one of the principal potato producing states of the nation, potato growers have been busy during the past several weeks carefully grading and packing thousands of bushels of their choicest potatoes to handle the increased demand which resulted from Potato Week. The Pennsylvania Cooperative Potato Growers' Association, with the assistance of the State Department of Agriculture, has been particularly active in the careful selection of many of the best potatoes grown in the state. Carloads and truckloads of consumer peck and bushel Blue Label bags of potatoes are speeding to all the principal cities of the state where they were distributed to the retail stores. In this concrete manner, Pennsylvania's

(Continued on page 14)

Quality Pennsylvania Potatoes for Pennsylvanians

Appetizing Ways To Prepare Them

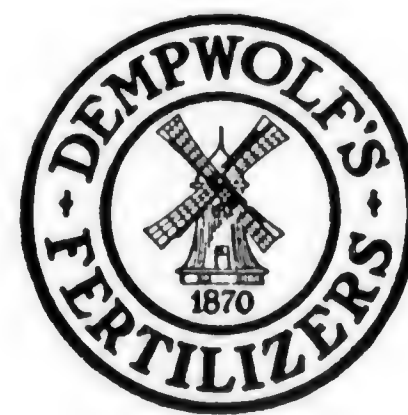
POTATO AND PEANUT BUTTER CROQUETTES, WARM APPLE SAUCE

- 1 quart hot mashed PENNSYLVANIA potatoes
- 1 cup peanut butter
- 1 teaspoon salt
- $\frac{1}{2}$ teaspoon grated nutmeg
- 1 tablespoon finely chopped green peppers, parsley or celery top

Add the peanut butter and seasoning to the hot mashed potatoes; mix well. Take a spoonful and shape into croquettes; dip in egg (one egg beaten with one teaspoon cold milk), then in bread-crumbs; fry in deep, hot oil or fat. Serve with warm applesauce.

MRS. ANNA B. SCOTT

A BETTER YIELD IN EVERY FIELD



York Chemical Works
YORK, PA.



SEED POTATOES

What about your next spring's plantings? Now is the time to consider your seed for Improved Quality — Increased Production — Larger Income.

Profit demands a program based on high yields per acre, not on initial planting cost. The most expensive seed to use is poor seed, which sells at a low price but results in low yields. Demonstrations have proven the best seed obtainable, grown in proven seed producing sections, is the cheapest in the long run.

MAINE
Cobblers — Mountains
Katahdins — Chippewas

MICHIGAN
Russets — Mountains

Leading growers are now booking their requirements, as the supply of good Maine seed is not plentiful. This season Michigan Russets will carry exceptional quality and are a profitable source for your spring plantings.

Full particulars and prices furnished at your request.

"Every bag must be right"

Dougherty Seed Growers
Williamsport Penna.

POTATO CHIPS*(Continued from page 9)*

grade was weak. Blue Label quality has come to be a symbol of dependability to thousands of Pennsylvania housewives. Inspectors who fail to say *no* when they should, are *not faithful to their trust*.

* * *

Two of the largest retail food chains in the country have reported their potato sales in consumer size packages more than doubled last year over the preceding year. Also one of the largest wholesale distributors of fruits and vegetables in the country reported a 560% increase over last year in trademarked consumer packages. Indications point toward a continued increase in consumer package sales during the present season.

The American housewife has been well-schooled in accepting labels, brands, trademarks and highly advertised quality. She has learned to demand the particular branded or trademarked article once she becomes sold on the quality contained in the package. So after all, isn't selling high quality potatoes in branded bags the logical way for potato growers to put their product into the consumer's kitchen?

* * *

The Federal Surplus Commodities Corporation's offer of free potato bags of the open mesh variety to help reduce the cotton surplus has not been enthusiastically received in the Keystone State. If those who use these "gift bags" give the consumer an honest pack and do not cut the market from under those who have bought their bags, no harm will result from Uncle Sam again acting as Santa Claus.

* * *

It's easy to follow the crowd and to be patterned in the same manner as most other people, but it's usually those who strike out alone, who are "queer" because they think and act differently, that go down in history as the truly great.

* * *

The association connections in Philadelphia and Pittsburgh for selling grades lower than U. S. No. 1 are reported moving a large volume at very satisfactory prices. There has been a definite need for dependable outlets for "off grades" and it now appears that these outlets are developing and could be used by more of the growers with profitable results.

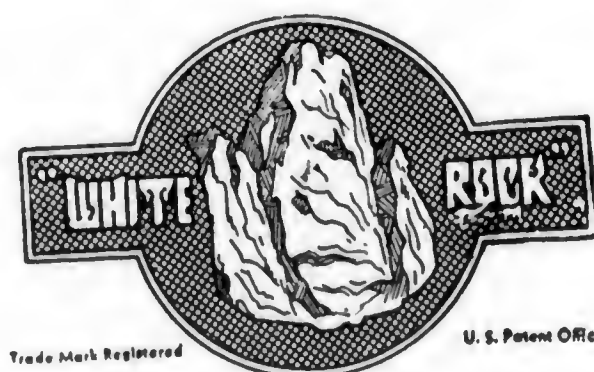
Nearly Farm Show time again! With increased floor space, conditions will be more satisfactory for both exhibitors and visitors. The potato industry of Pennsylvania will have a most important place, as usual, so do *your* share with exhibits and attendance!

* * *

Some ships sail east and some sail west
By the self-same wind that blows
It's not the gale but the set of the gale
That determines where they go.

**POTATOES—
MAN'S GREATEST FOOD***(Continued from page 12)*

good farmers with the assistance of experts of the State Department of Agriculture, have offered Pennsylvania consumers the best that can be produced on the rich farm lands of the Keystone State. The slogan adopted by these progressive farmers is timely and significant, "Better Pennsylvania Potatoes for Pennsylvania Consumers."

The Season's Greetings

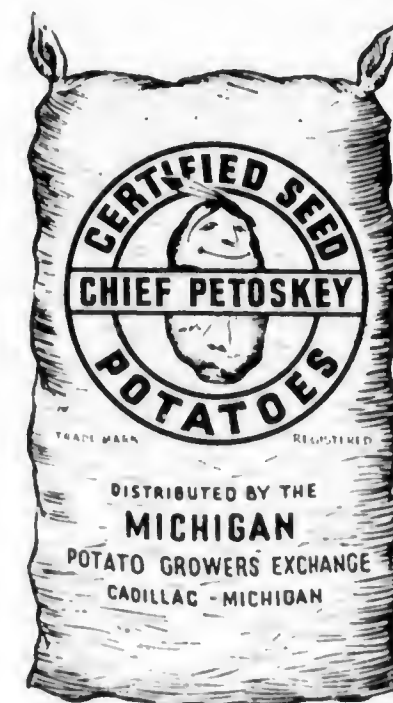
We wish you—

A Merry Christmas

and

A Prosperous New Year**WHITEROCK QUARRIES**

BELLEFONTE, PENNA.

**THE USE of CHIEF PETOSKEY BRAND
CERTIFIED SEED POTATOES IS
LIKE GOOD JUDGMENT**

- *It Pays Best to Those Who Use It.*
- *Only Crops From Outstanding Growers Are Packed as Chief Petoskeys.*

**Michigan Potato Growers'
Exchange, Inc.**

Cadillac, Michigan

Years of Experience . . .

Together with the desire to help solve the individual problems of those who require special or out of the ordinary equipment for the potato warehouse has placed the name BOGGS foremost in the minds of all potato and onion growers and shippers.

BOGGS are pioneers in the manufacture of Potato and Onion graders and cleaners and have more machines in use than all other makes combined.

Your inquiry will be appreciated.

Boggs Mfg. Corporation

Atlanta, N. Y.

Detroit Lakes, Minn.

1893—1938 For 45 Years Iron Age Potato Planters

have held the record for accuracy and dependability, and for 1939 are better than ever.

Two different feeding principles—Assisted Feed (also used for Tuber Unit planting) and Automatic. Regardless of feeding principles, (which are interchangeable on the same chassis) Iron Age planters are built in one, two, three and four row sizes.

Vegetable (beans, peas, corn, cantaloupe, etc.) and Cotton attachments are also applicable, giving to these crops the same advantages of the Iron Age Band-way method.

Furnished with or without fertilizer distributors, and with steel or rubber tires, the rubber tires being applicable to the Iron Age Transplanters, Sprayers, and the Kid Glove Diggers.



"For the good of the cause," we solicit the unselfish recommendations of our numerous appreciative Iron Age users.

A. B. FARQUHAR CO., Limited
BOX 1230, YORK, PA.

**End of
Volume**